

## Lithuania in plea to West

# Vilnius anger over seizure of deserters

From Anatol Lieven, Vilnius, and Mary Dejevsky, Moscow

**DES** of the rebel republic of Lithuania yesterday sent President Gorbachev a sharp note over the arrest of deserters and seizure of Communist Party files.

President Vytautas Landsbergis and the Prime Minister Mrs Kazimiera Lesienė condemned the constant demonstration of armed force, black-bribe means of armed force, unlawful occupation of civil buildings, military personnel and especially the kidnapping of Lithuanian citizens on the night of March 26-27.

Mr Prunskienė said she tried to speak to Mr Gorbachev by telephone, but he had not time. He "kidnapped" referred to the capture of more than 20 army deserters who were taken to psychiatric hospitals. Witnesses said they were beaten as they were taken away, and blood was shed on the steps of one of the capital Vilnius.

They beat them with their hands, a nurse said. Two Lithuanian policemen were said to have been beaten as they tried to intervene. There are reports to be that two thousand deserters are being held in a special office in a psychiatric building. Even the arrests, deserters were arriving there yesterday to their names.

that Lithuania could leave the Soviet Union, but had to pay its debts first and could not "simply slam the door shut".

General Valentin Varennikov, the commander of Soviet land forces who is in Lithuania, said the deserters had become militants in the nationalist movement and were undergoing special training at one of the hospitals.

He also defended the occupation of the communist party headquarters in the centre of Vilnius — the fifth party building to be seized by Soviet forces in recent days — saying the military action was being taken "in fulfilment of the orders of the President and the Government of the USSR on strengthening the guard on important state buildings on the territory of Lithuania".

The Lithuanian party chief Mr Algirdas Brazauskas said: "I did not think it possible that crude armed force would be used against the central committee," adding that workers would remain at their desks.

President Landsbergis said it was obvious the Soviet forces had been given permission to use violence, and appealed to the West for help.

"We raise this question to democratic nations: Is the West once again willing to sell Lithuania to the Soviet Union?" he asked reporters. And in remarks to parliament, he indicated that he suspected the United States of selling Lithuania short for the sake of superpower relations.

He said a report that the American Secretary of State, Mr James Baker, had sent a secret telegram to the Soviet Foreign Minister, Mr Eduard Shevardnadze, about Lithuania had caused concern.

"We do not know if this is a repeat of new secret protocols in a scenario reminiscent of that of 1940," he said, referring to the secret deal signed by the Kremlin and Nazi Germany assigning Lithuania to the Soviet Union.

The United States said on Monday that further Soviet action in Lithuania could harm US-Soviet relations, and American diplomats in Moscow are already saying that the developments could jeopardize the planned June summit in Washington, but has not extended diplomatic recognition to Lithuania.

Mr Gennadiy Gerasimov, the Soviet Foreign Ministry spokesman, yesterday attacked the US Senate for passing a resolution which he said could



Where Russia stops: Lithuanians put independence into practice by staking out their territorial limits along the frontier with the Soviet Union

## Patten's 'green label' pledge

By Michael McCarthy, Environment Correspondent

BRITAIN will have a "green label" scheme for environmentally friendly products next year, Mr Chris Patten, Secretary of State for the Environment, promised yesterday.

It will be introduced in the United Kingdom even if the plan for a European Community-wide label, which Britain initiated, is not ready, Mr Patten said.

## Lawson call on ERM rejected by Thatcher

By Philip Webster, Chief Political Correspondent

THE Prime Minister yesterday rejected Mr Nigel Lawson's call for swifter entry into the Exchange Rate Mechanism of the European Monetary System.

Pressed in the Commons on the former Chancellor's warning that the Government's "too-leisurely" timetable for membership would undermine the battle against inflation, Mrs Thatcher stood by the conditions for entry set at last June's Madrid summit, and said that there were still conditions other than the reduction of inflation which had to be fulfilled.

But she said that while she had been unable to join the ERM during her first decade in power she hoped to do so during her second.

Her remarks reinforced the impression of MPs that she is less enthusiastic than many in the Cabinet to join the ERM.

Mr Neil Kinnock, the Labour leader, declared: "It is evident that the Prime Minister has absolutely no serious intention of joining the ERM for as long as she survives."

Mr Hugh Dykes, a pro-European Conservative MP, asked her to confirm that "the

Madrid conditions are fulfilled."

Labour MPs tried to embarrass Mrs Thatcher over the issue of her leadership. But the Prime Minister is preparing to use her speech at the Conservative Central Council in Cheltenham on Saturday to urge her party to lift its sights beyond its present difficulties.

Even her closest supporters, however, anticipate several more difficult months for the Prime Minister. A senior loyalist MP said yesterday that dissidents were engaged in a campaign to break the Prime Minister's nerve.

Treasury officials appeared to set new conditions for Britain's entry to the EMS in evidence on the Budget to the Commons Treasury and Civil Service select committee yesterday.

Mr David Peretz, the monetary group's under secretary, insisted that entry would have to wait "until conditions are such that entry could be brought about without disturbance to our policy, to the markets or other members."

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Inflation warning, page 25

## Ford cuts 2,800 jobs

By Kevin Eason, Motoring Correspondent

FORD is to cut by a third the assembly line workforce at Halewood, on Merseyside, as the car company starts a national drive to reduce costs in the face of competition from Japanese manufacturers.

The 8,500-strong workforce at Halewood has been told that 2,800 jobs will go over the next five years, although all the losses should come from natural wastage and voluntary redundancies.

The company said that the Halewood measures would be the start of a full review of manning levels at its 21 British plants.

Union leaders will be seeking further information from company executives within the next few days for a detailed explanation of where jobs will go and when.

Meanwhile, Sir John Egan, who revived Jaguar from near bankruptcy, is to leave the firm. He will be succeeded by Mr William Hayden, vice-president of the manufacturing group at Ford of Europe.

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### INSIDE

## Britain's big scar win

in triumphed in the two-day awards ceremony in London to Daniel Day-Lewis in *My Darling Clementine* and Jessica Hahn in *Driving Miss Daisy*. Another British actress won an Oscar for her performance in *Henry VIII*. Page 17

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## Move to help elderly in residential care

By Our Chief Political Correspondent

THE Government has bowed to the demands of Conservative backbenchers to help poor pensioners living in private nursing homes.

Under the changes, the Department of Social Security, which will remain responsible for charges made on people already in care, will have to "take account" of the prices negotiated by the local authorities and reflect them in income support payments.

It has brought forward changes to the Social Security Bill, to be debated in the Commons today, designed to help the 176,000 people living in nursing and residential homes. Although Labour has cast doubt on the value of the concession, it appeared likely to satisfy Conservative MPs.

Mr Michael Meacher, Labour's social security spokesman, said: "This climbdown may humiliate the Government but it will not give security to the 176,000 sick and elderly people who could face eviction."

From April next year, local authorities will take over responsibility for negotiating the charges levied by the

homes for people going into residential care.

AN UNEXPECTED lesson at a valedictory service in St Paul's Cathedral yesterday for the Inner London Education Authority provoked a canonical alarm as Wren's famous dome echoed to a biblical denunciation of the Government.

In place of St Luke's story of the child Jesus debating with the elders in the temple, the congregation of 2,000 school children and civic dignitaries were treated to Isaiah's fiery denunciation of "those who make unjust laws".

Worshippers following the gospel text printed in the official programme stared in disbelief as Mr Neil Fletcher, the authority's Labour leader, produced a melody of extracts recking of brimstone.

The service had been arranged to celebrate the work of Ilea whose own day of reckoning is only days away. At the

weekend its 1,200 schools will be handed over to the inner London boroughs.

As he ascended the pulpit the assembled clergy, who included Dr Graham Leonard, Bishop of London, and the Very Rev Eric Evans, Dean of St Paul's, had no inkling that he was about to substitute his own choice of scripture.

Mr Fletcher simply announced: "I will now read the second lesson, and, having looked at the text, have selected as more appropriate to the occasion the book of the prophet Isaiah."

He then proceeded to read Chapter 10, verses one to four, from the New International Version: "Woe to those who make unjust laws... Chapter 33, verse one: 'Woe to you O destroyer... When you stop destroying you will be destroyed'; and Chapter 57, verses one to five: 'The righteous perish and no one ponders in their hearts...'

Clerical eyebrows rose even higher when Mr Fletcher reached the words: "Come here you sons of a sorceress, you offspring of adulterers and prostitutes." Asked later if this was meant to refer Ministers of the Crown, Mr Fletcher said: "If the cap fits..."

Dr Leonard, who preached the sermon immediately after, said: "I have been connected with St Paul's since 1962 and I can never remember anything like this happening before."

"I did make it clear to him afterwards that I totally deplored what he had done. Some of the congregation were in tears. If that was what the sort of thing he wanted to say, I do not think St Paul's was the place to say it."

Conceding that he had upset some members of the congregation, Mr Fletcher said: "I would not fancy my chances in the afterlife. But all the Labour mayors came up to me and thanked me for doing what I did."

## Hong Kong abode plan now ready

By Philip Webster

THE Government has decided to attempt to ride out Conservative opposition by publishing next week its controversial plans to grant British citizenship to 50,000 Hong Kong families.

The points scheme under discussion in the past few months by the Home Office, Foreign Office and Hong Kong government to enhance stability in the colony is now almost complete and is expected to receive final approval from a Cabinet committee in the next few days.

The Government is, however, facing a move by opponents of the legislation to clog the parliamentary timetable by having the committee stage of the Bill taken on the floor of the Commons.

Ministers accept that they are adopting a high-risk strategy by bringing forward the Bill at a time of unpopularity for the Government and the Prime Minister, who is strongly identified with the legislation.

The scheme, which is designed to "anchor" people in Hong Kong rather than encourage them to leave, establishes some eight categories of residents who will benefit.

These include senior managers, educational workers, medical doctors, judges, lawyers, and workers in the information sciences industry.

Numbers are to be set for each category, and applicants will gain or lose points according to certain criteria. These will include their educational and professional qualifications.

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## Ilea chief gives an unofficial lesson at St Paul's

By Douglas Broom, Education Reporter

AN UNEXPECTED lesson at a valedictory service in St Paul's Cathedral yesterday for the Inner London Education Authority provoked a canonical alarm as Wren's famous dome echoed to a biblical denunciation of the Government.

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## THE FAMOUS GROUSE FINEST SCOTCH WHISKY

QUALITY IN AN AGE OF CHANGE.

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# Credit scheme will pay school-leavers to train

By Nicholas Wood  
Political Correspondent

SCHOOL leavers are to be given training credits worth £1,000 to £1,500 each as part of a revolution in youth training announced by the Government yesterday.

The scheme is designed to concentrate part of the £1 billion-a-year Youth Training Scheme budget on high quality training courses rather than subsidizing the wage costs of employers taking on young people.

Ministers have concluded that with the number of school-leavers due to drop dramatically over the next few years there is less need to provide an incentive to employers to hire young workers.

Under previous proposals, most of the £37 a week that employers receive for taking on YTS trainees has been

channeled into paying the weekly allowance of £29.50 for 16-year-olds or £35 for 17-year-olds.

This allowance will increasingly become the responsibility of employers, releasing taxpayer's money for training.

The new approach will be introduced through 10 pilot schemes covering 10 per cent



Mr Howard: Scheme to motivate young people

or 45,000 16- and 17-year-olds leaving full-time education each year and will start in April next year. Total funding for the pilot schemes in 1992-93 will be £115 million.

Mr Michael Howard, Secretary of State for Employment, was congratulated by Conservative MPs on his "imaginative" proposals after he announced them in the Commons yesterday.

Labour did not attack the basis of the scheme - which is closely modelled on proposals from the Confederation of British Industry - but attacked the Government's training record.

The Opposition accused ministers of planning a one-third cut in the youth training budget over the next three years and doubted whether the extra £37 million being provided over two years would

deliver the Government's promises of a skills revolution. Mr Howard said the purpose of the scheme was to motivate young people to train after they had left school and so increase the skills and productivity of the workforce.

Industrialists were warned yesterday they must restrain the "lost generation" of workers who have neither an academic or vocational qualification if Britain is to remain competitive and build on the base skills sufficient to handle future technology.

Mr Peter Morgan, director of the Institute of Directors, told the Human Resources Development Week Conference in London that without such commitment young brains would be "consigned to the scrap heap".

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# Seamen win exemption from poll tax

By Tim Jones and Sheila Gann

Two Hull seamen were told yesterday they would not have to pay the community charge because they spent so much time at sea.

The decision, by the Humber-side valuation and community charge tribunal, was immediately welcomed by the men's union, which said 20,000 other merchant seamen could now be exempt from paying the poll tax.

The tribunal decided that Mr John Gedge, who last year spent 86 days at home and Mr Jeff Johnson, who was at sea for 245 days, did not benefit sufficiently from local services to pay the tax. Their wives, however, will still have to pay.

Their victory will prompt other groups of workers, including airline pilots, to examine whether they also can avoid the charge because their jobs lead them to spend most of their time away from Britain.

Royal Navy ratings and officers who are on continuous exercise for six months or more will also be able to apply for exemption.

Meanwhile, the Labour Party warned yesterday that capping the community charge could cost up to £50 million while destroying the

last remaining justification for the new tax.

Mr David Hunt, the Local Government Minister, is expected to announce next week a list of up to 20 authorities, probably all Labour-controlled, which will be forced to cut spending plans and poll tax bills.

It is understood he has abandoned the original estimate for up to 120 charge-capped authorities which have far exceeded the Government's spending target.

A survey carried out by the Conservative Party shows that poll tax payers in Tory-controlled London boroughs will be on average about £150 better off than those living under Labour councils. The 12 highest charges among the 32 councils were in Labour areas.

Avon County Council is to go to the High Court in an attempt to prevent its poll tax payers having to find an additional £3 per head to help fund the Avon and Somerset police force.

Mr Andrew Murrell, a student aged 19, has received a poll tax bill for £3,864,081.55 after a computer error by Medina Borough Council, Isle of Wight.

# Parkinson scraps road programme

By Our Transport Correspondent

Tens of thousands of householders breathed a collective sigh of relief yesterday after Mr Cecil Parkinson, the Secretary of State for Transport, said he would not proceed with a programme of road building in London. The announcement removed a major cause of the property blight over the past 18 months,

which followed publication of a series of recommendations for new and expanded roads in east, west and south London, and along the South Circular Road.

All new road proposals contained in the London Assessment Studies, including a tunnel from Chiswick to Wandsworth and a link from Holloway Road to King's Cross, are now scrapped.

Mr Alistair Morton, Eurotunnel's chief executive and deputy chairman, yesterday predicted that London would be by-passed by Frankfurt, Paris and Brussels unless the Government improved an integrated transport system linking Britain with the rest of Europe.

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# Help with the cost of disability - new arrangements from April

The Department of Social Security is making changes to give more people help with the costs of being disabled:

- Help for severely disabled babies. Attendance Allowance can be paid for babies under two years. The weekly rate will be £37.55 or £25.05, according to the baby's disability.
- People who are both deaf and blind may get a Mobility Allowance of £26.25 a week.
- Extra help for disabled people on Income Support, Housing Benefit or Community Charge Benefit will mean more people will qualify. Weekly disability premiums go up to £15.40 for single people, £22.10 for couples and £15.40 for disabled children.
- Carers may be able to qualify for Invalid Care Allowance payments with weekly earnings of up to £20.
- People who get Sickness Benefit, Invalidity Benefit or Severe Disablement Allowance can earn up to £35.00 a week and still receive their full benefit, where the work they do is medically beneficial.
- People who get Invalidity Benefit, Sickness Benefit or Severe Disablement Allowance can keep their full benefit money when they go on employment rehabilitation courses.

If you want more information or advice about the benefit changes in April, call in at your local Social Security office, ring Freeline Social Security on 0800 666 555 between 10 am and 4 pm, or send in the coupon below.

Please send me more information and an application form for:

<input type="checkbox"/> ATTENDANCE ALLOWANCE	<input type="checkbox"/> INVALIDITY BENEFIT
<input type="checkbox"/> MOBILITY ALLOWANCE	<input type="checkbox"/> SEVERE DISABLEMENT ALLOWANCE
<input type="checkbox"/> INVALID CARE ALLOWANCE	<input type="checkbox"/> INCOME SUPPORT
<input type="checkbox"/> SICKNESS BENEFIT	<input type="checkbox"/> HOUSING BENEFIT
	<input type="checkbox"/> COMMUNITY CHARGE BENEFIT

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Postcode: \_\_\_\_\_

PLEASE SEND THIS COUPON (NO STAMP NEEDED) TO: DISABILITY BENEFITS, FREEPOST, LONDON SE5 7BP



Tomomi Sawabe, aged six, with Mario, Claridges' doorman, during the launch of the Japan Festival

# Festival hopes to close culture gap

By Simon Tait, Arts Correspondent

JAPAN and its culture are to be the subject of one of the biggest festival projects undertaken in the United Kingdom, with at least £4 million coming from Japan and £8 million being raised in this country.

Theatre, Sumo wrestling, film, music, design, sport and robotics will feature in the festival at venues throughout the country from September to December next year.

In a message to yesterday's launch, Mrs. Thatcher said: "Britain and Japan are entering a new era of constructive partnership and I hope that the Japan Festival will serve to broaden and strengthen the understanding between our two nations."

Mr Toshiki Kaifu, the Japanese Prime Minister, also sent a message and his government has promised a contribution to the festival.

Sir Peter Parker, festival chairman, said discussions were under way with the Arts Council and the British Council about a British contribution. He said the aim of the festival was to bridge the cultural divide between the two countries.

Crown Prince Naruhito of Japan and the Prince of Wales are to be joint festival patrons.

The cornerstone event is to be the exhibition Japan in Perspective at the Victoria and Albert Museum, Kensington, west London.

Traditional and modern Japanese theatre will be seen in such venues as the National Theatre, London, and the Theatre Royal, Glasgow; there will be concerts, film seasons, ballet and, at the Albert Hall, London, the first Sumo wrestling tournament in Britain.

# Cash boost to fight terrorism in Ulster

The Government is to increase its spending in the fight against terrorism in Northern Ireland.

Cash for law and order, excluding the Army and Ulster Defence Regiment, is to be increased by £46 million to £684 million next year and to £780 million in 1992-93.

The RUC is to get an extra £18 million for the year, with extra civilian staff employed to release more uniformed officers on to the streets.

# Leaving prison

Eddie Gallagher, aged 42, the former IRA man responsible for the 1975 kidnapping of Dr Tiede Herrema, a Dutch industrialist, is to be released from jail in the Irish Republic today after serving 14 years of a 20-year sentence. Dr Herrema has backed calls for Gallagher's release.

# Painkillers' toll

Painkillers for arthritis contribute to the deaths of 1,500 Britons each year by causing stomach ulcers which perforate and bleed, Dr Humphrey Hodgson, a gastroenterologist at Hammersmith Hospital, said yesterday (Thomson Prentice writes).

# Charge dropped

Mr John Hanna, aged 45, a former officer at the Maze Prison in Northern Ireland, was acquitted yesterday of aiding the attempted assassination of a colleague. He still faces another murder charge.

# Top ballet post

Ivan Nagy, the former Hungarian dancer, has been appointed artistic director at the English National Ballet. He replaces Peter Schaufuss who was dismissed because of "irreconcilable differences" with the board.

# City 'out of step' on code for takeovers

LEADING City firms were "out of step" with codes of practice over the way in which takeover battles should be fought, Southwark Crown Court was told in the Guinness affair trial yesterday.

Senior and "highly reputable" advisers believed indemnities against loss could be paid to supporters without disclosure as long as the remained legal, it was claimed.

Mr Peter Fraser, deputy director-general of the Panel on Takeovers and Mergers, blamed brokers and bankers for taking their own legal advice rather than consulting the panel about the spirit of the code.

He said the panel had an open-door consultancy policy and would give a view on tactics before a move was made. The aim was to avoid manipulation of the market price of shares during a hostile bid and giving a "distorted picture".

But he said that in the light of Guinness's takeover of Distillers and another case, both in 1986, the code had to be changed. He agreed that it was only in January 1987 that it specifically referred to indemnities paid to supporters.

Ernest Saunders, former chairman and chief executive of Guinness; Gerald Ronson, chairman of Heron International; the stockbroker Anthony Parmes; and the financier Sir Jack Lyons deny 24 counts of theft, false accounting and breaches of the Companies Act.

The trial continues today.

# Britain to crack down on flow of illegal drugs cash

By Quentin Cowdry and Stewart Tandler

PROPOSALS to give the police and Customs the power to stop drug traffickers moving large sums of cash in and out of Britain were announced yesterday by the Government.

They are designed to close a legal loophole which allowed dealers and accomplices to import and export cash, sometimes tens of thousands of pounds at a time, in suitcases and even plastic carrier bags.

Customs officials think the practice has become more widespread after the introduction four years ago of measures designed to encourage banks to report suspicious transactions. At present, officials have little scope to investigate such cash movements because of the Government's opposition to exchange controls. There are fears the practice could become more common after 1992 as frontier controls in the EC are eased.

Under the proposals, police or Customs would have the right to seize £10,000 or more if they had reasonable grounds to suspect the money derived from drugs deals. Any cash seized could be held for up to 48 hours without legal review. The money could only be held for longer with the permission of a magistrate, up to a maximum of two years.

Courts would also be able to impose confiscation orders if they were convinced the cash represented the proceeds of, or was intended for use in, drug trafficking.

Announcing the proposals yesterday, Mr David Waddington, the Home Secretary, said the "success" of the 1986 Drug Trafficking Offences Act had forced more international traffickers to carry and deal in cash. "Clearly it should not be

possible for professional traffickers freely to pass in and out of the UK carrying suitcases full of money."

The proposals are being added to the Criminal Justice (International Co-operation) Bill, now at the report stage in the Commons. The Bill, mainly designed to improve liaison between Britain and other countries in criminal prosecutions, should be on the statute book by summer. It will cover illicit drugs profits made before the proposals become law.

Drugs profits worth some £16 million have been confiscated since the Drug Trafficking Offences Act was passed in 1986, a figure which police and Customs accept is far too low. The National Drugs Intelligence Unit estimates that traffickers have profits totalling some £1,800 million in bank accounts in Britain.

The Home Office plans to provide the legislation have been prompted by the experiences of American investigators fighting the Colombian drug cartels and after pressure from British Customs officials who feared that a great amount of illegal money was leaking out of Britain.

As a country places more controls on its banking system to stop laundering, the more the launderer will look to methods such as straight-forward smuggling to move cash. Smuggling has the added advantage that the start of the "paper trail" showing the movement of money may be more difficult to find.

The problems in the US began with the rise of the Colombian cocaine traffickers in the early 1980s and the

sudden creation of huge amounts of cash which the Colombians wanted to get back to South America or to secret accounts abroad.

Some of the cash was passed out of the country via banking institutions but as money laundering investigators began to focus on the banks and exchange houses the traffickers turned to simpler methods. In May 1983, Ramón Millán Rodríguez, a Florida accountant, was stopped as he was about to fly south to Panama with £5 million.

US Customs believe that he was only one of many pilots and businessmen taking cargoes of cash from Florida. Other launderers drove across the border into Canada, and seizures of anything from \$300,000 to \$1.3 million have been made on the border from cars driven by Colombians.

The Americans brought in controls which made it an offence not to declare cash worth more than \$10,000 leaving or arriving in the US. The law gives the investigators the power to seize cash, but American Customs agents point out that enforcement requires either more manpower or better intelligence.

Britain has been used as part of Colombian trafficking networks. Several years ago investigators at Heathrow, watching Florida flights for cocaine smugglers, discovered a passenger from Florida arriving with \$300,000.

Customs could not do anything but the discovery led to an investigation which disclosed the use of London banks by Colombian launderers to move well over £25 million out of the US and into secret accounts.

# Rainforest life comes to Dudley Zoo

CHRIS HARRIS



MISS Romilly Page-Wood, a butterfly keeper and botanical illustrator, keeping a close eye on one of her charges in the new Geochrom which was opened at Dudley Zoo in the West Midlands yesterday.

An exhibition with special effects gives visitors a glimpse of natural history, showing the geological development of the area and the evolution of life.

Visitors to the zoo have fallen from 750,000 a year in the 1950s to 250,000, and the zoo hopes that the Geochrom will reverse that trend. Its

main feature is a 600 sq metre walk-through exhibition, within which has been created a tropical rainforest environment with crocodiles, fish, butterflies, trees and plants. There are also to be exotic birds.

The zoo says that the Geochrom could play an important part in the development of zoos as public concern

grows over the welfare of animals in traditional zoos and as competition from theme parks and other rival attractions intensifies.

The term Geochrom was derived from the words geocentric, meaning the Earth as centre, chronos, for time, and, matrix, for the womb, or cavity where everything is formed.

# 'Sell by' offenders could be jailed

By Michael Horsnby  
Agriculture Correspondent

OFFENDERS against new rules on the date-marking of food sold in shops could face fines or jail terms, the Government announced yesterday.

The present system of "sell by" dates is to be phased out and replaced by more rigorous "use by" dates for certain produce. Mr David Maclean, Parliamentary Secretary at the Ministry of Agriculture, Fisheries and Food, told the House of Commons at the committee stage of the Food Safety Bill.

He said: "Use by" dates clearly represent a final date for the use of highly microbiologically perishable foods and in view of this I propose to make the sale of such foodstuffs after the "use by" date has expired an offence.

"Best before" would remain the main date-marking for most food and would be extended to long-life and frozen foods which had hitherto been excluded. It would also become an offence, except in special circumstances, to re-date food.

Discussions are to be held with the Department of Health on what foods should fall into the "use by" category. The Ministry of Agriculture said they would probably include some dairy products, cook-chill and partially cooked foods and fresh meat and poultry.

"No decision has been taken on what penalties should be imposed on offenders, but they will probably be in line with those already provided for false labelling: a maximum of two years in prison or an unlimited fine," the ministry said.

Mr Maclean said similar regulations would be required under a European Community labelling directive to come into force in 1992, but the Government had decided not to wait until then.

The Consumers' Association welcomed the announcement, adding it was important that the definitions be tightly drawn.

# Linley story 'was not fabricated'

By Michael Horsnby

A NEWSPAPER did not fabricate its story that Viscount Linley had been banned from a London public house for throwing a pint of beer at a group of friends, the High Court was told yesterday.

The source of an item in the *Today* newspaper's gossip column was Mrs Carolyn Peacock, the manageress of the Ferret and Firkin at Chelsea Harbour, the court was told. She allegedly told reporters that the Queen's cousin had been told to remove himself to the kindergarten playground next door after the incident.

The claim was made by three journalists on the second day of the libel action, the first to be brought to court by a member of the Royal Family.

The journalists described two interviews with Mrs Peacock in March last year — about 18 months after the alleged incident.

Lord Linley, aged 28, the son of Princess Margaret and Lord Snowdon, is seeking damages against the newspaper's publishers, News

(UK) Limited. Mr Angus Mayer, a freelance reporter, who is a regular at the Ferret and Firkin, said that Mrs Peacock told him about the ban during a conversation in the company of two other customers.

On March 20, 1989, Mr Mayer returned with Mr Burnett Rigg, another freelance journalist, to verify the story.

Mr Rigg, a regular contact of Mr Chris Hutchins, the newspaper's diary editor, said that if other celebrities came into the pub and saw any possible diary items then they would pay money for them.

Michael Caine the actor occasionally visited the pub and a number of other celebrities lived in the area.

Mr Mayer said he thought the Lord Linley story was a worthwhile piece of gossip to pursue. He wanted Mr Rigg to accompany him so he had a witness when he interviewed Mrs Peacock again.

Cross-examined by Mr Charles Gray, QC, for Lord Linley, he agreed that tabloid newspapers were avid for any scandal about the Royal Fam-

ily but strenuously denied he had invented the item.

Mr Rigg, aged 47, said: "Mrs Peacock said, 'you can use the story but don't use my name'. She said she might get into trouble."

He added: "I thought it was a bit of a fun story. We have all at one time or another had a bit of fun in a pub. I didn't see the harm in it."

Mr Steen, aged 24, told the court that he went to see Mrs Peacock after Mr Hutchins asked him to check the story.

He said: "She did not refuse to talk to me. When she saw my notebook she did not claim up. I didn't falsify the book after the visit to the public house."

Mr Steen added that he felt "wronged" after hearing that Mrs Peacock denied she had ever spoken to him. He told the court that on up to a dozen occasions after Lord Linley began legal action he attempted to contact her but that she refused to speak to him on the telephone.

The case continues today.

# Baroness 'planned to trace over signature'

BARONESS Susan de Stempel ordered her wealthy aunt's forged will to be printed on thin paper to make tracing over her signature easier, Birmingham Crown Court was told yesterday.

Mr Timothy Barnes, QC, for the prosecution, said that the baroness ordered London solicitors to use thin paper for the will because her aunt, Lady Illingworth, had a "phobia" about thick paper.

"It was because there was to be an attempt to trace over Lady Illingworth's genuine signature," Mr Barnes said. He added that when the will was signed in June 1984, the baroness had the copying of her aunt's signature down to a fine art.

"By the time the will came to be signed, the practice of forging Lady Illingworth's signature rendered any need for tracing unnecessary," he said.

Baron Michael de Stempel, aged 60, said he had no knowledge of the bequests in the 1984 will and denied that he knew Susan de Stempel to be the principal beneficiary before he agreed to marry her "under pressure".

He said that he had acted simply as a "messenger boy" in the legalities of the will. He said that he approached a new solicitor because Lady Illingworth's previous solicitors had made a "dog's dinner" of a 1974 will.

The baron said that he left the house before the will was signed because he believed it to be a family matter.

Mr Barnes said, however: "I suggest you knew full well that Lady Illingworth wasn't in the room when the will was signed because that was the plan."

It was the prosecution's submission that the baron's "fingerprints" were all over the will in its "bamboozle" style.

Baron de Stempel, Mr Marcus Wilberforce, aged 28, and Sophia Wilberforce, aged 27, deny conspiring to steal Lady Illingworth's £500,000 fortune. Baroness de Stempel has pleaded guilty to five charges of theft and two of forgery. The trial continues today.

# Youth stole to fund addiction

A TEENAGER was sentenced to seven years' detention yesterday by the Central Criminal Court, London, after admitting three charges of robbery, three of attempted robbery and four of possessing firearms with intent.

The court was told Daniel Saunders, aged 19, had been out of custody for four months after serving a four-year sentence for robbing two elderly women.

Saunders turned to crime to fund his heroin addiction, Mr Jeremy Donne, for the prosecution, said. He was identified after being filmed by a security camera as he tried to rob Barclays Bank in Bow, east London, armed with a sawn-off shotgun.

Only three of the raids were successful, netting a total of £570. All the raids took place near Saunders' home in Bow, east London.



Daniel Saunders: Filmed trying to rob bank

# Murphy brothers 'worked for IRA'

TWO brothers who claim they were lured by *The Sunday Times* took part in subversive activities for the IRA, an Irish police officer told the High Court in Dublin yesterday.

Det Inspector Dan Prenty said the premises of Mr Thomas Murphy and his brother, Patrick, near the border with Northern Ireland were searched in June last year as part of investigations into the shooting of two RUC officers three months earlier.

He said they intended to arrest Thomas Murphy but he escaped through a back window. Mr Prenty later contacted Thomas by telephone and he agreed to surrender himself.

He was arrested and held for 48 hours but remained silent until he was released.

Mr Prenty, based at Dundalk, Co Louth, said he knew the Murphy brothers, who

were businessmen and farmers and dealt in oil.

He said as far as he was concerned, Thomas in particular, and to a lesser degree Patrick, would be engaged in subversive activities on behalf of the IRA and that view was shared by other Gardaí.

The libel action has been taken by Mr Patrick Murphy, of Crossmaglen, Co Armagh, and Mr Thomas Murphy, who lives near Dundalk. They are suing *The Sunday Times*, Mr Andrew Neil, editor of *The Sunday Times*, and four journalists.

They claim they were lured in an article published on June 30, 1985, about IRA plans for a bombing campaign against 12 resorts in Britain.

The brothers claim a reference to a "Slab Murphy" as a new IRA "operations commander" was taken by some to refer to one of them.

# Brussels red tape 'could strangle advertising industry'

By Richard Evans  
Media Editor

THE originality, humour and commercial success which has made Britain's £7 billion-a-year advertising industry a world leader is under severe threat from a mass of proposed European directives, it was claimed yesterday.

Up to £1.4 billion — 20 per cent of the industry's revenue — spent on advertising tobacco, food, pharmaceuticals, alcoholic drinks, cars and financial services on television and in the press is at risk, an advertising conference in London was told.

Mr Peter Mitchell, chairman of the Advertising Association's special issues committee, said the cause

stemmed from last year's elections which produced a European Parliament hostile to the concept of advertising and marketing, and a desire within the European Commission in Brussels to "harmonize" advertising standards in favour of restriction rather than liberalization.

Press, television and poster advertising of tobacco products, worth about £80 million a year in Britain, is the first casualty and advertising industry leaders fear it will have a "domino effect" as Brussels is proposing a series of highly restrictive directives covering the advertising of a multitude of items.

Advertisers for pipe tobacco and cigars on television will be banned

next year but a total media ban on all tobacco advertising seems inevitable.

More worrying to the advertising industry are proposals affecting food and pharmaceuticals whose press and television advertising is worth £480 million and £91 million respectively.

The food directive recommends, for example, tight restrictions on advertising "natural" foods, nutritional values, preservatives or products which have "free from" labels or are low fat or low sugar.

Mrs Valerie Saint, head of legal services for Birds Eye-Wall's, told the conference: "Consumers are now demanding more low-content products; manufacturers are seeking

to meet the demand. But the EC is seeking to restrict what we can say about them." Food could be advertised as "farm products" only if it was produced on a farm of "non-industrial scale".

Mrs Saint added: "How many chickens is a farmer allowed before his farm is judged to be of non-industrial scale?"

Mr Alan Chilton, sales director of Scottish Television, highlighted three television adverts which, he said, could not be screened if the European plans become law.

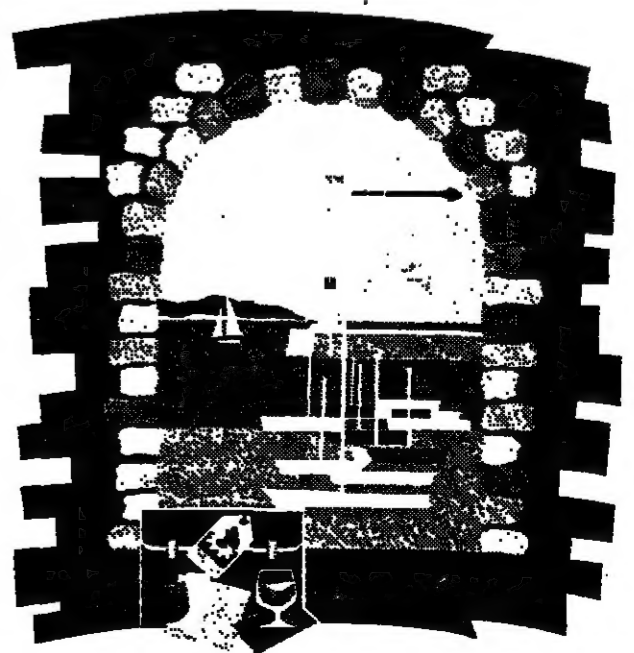
A Kellogg's All Bran commercial which said the product helped the digestive system would be banned because its claim would be prohibited under the current draft "food

claim" proposals. Similarly, an advert for St Clements cordial drink would have to go because it made a comparative claim that it was better than other orange drinks because it contained no artificial sweetener, colourings or flavourings.

"Such comparative claims will be prohibited under the food claims draft," Mr Chilton said.

An advert for Diet 7-Up would also be banned because it said the drink was 100 per cent saccharin free. "The directive prohibits such claims if saccharin has been replaced with a similar ingredient which serves the same function, that is, to sweeten."

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# Conference GUERNSEY

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# Collapse of NHS feared if Clarke reforms untested

By Jill Sherman, Social Services Correspondent

THE Royal Medical and Nursing colleges said yesterday that the NHS was in danger of collapsing if the Government went ahead with plans to introduce untested reforms across the country from April next year.

The colleges joined forces to urge the Government to set up a three-year pilot study in two of the 14 English health regions to test the key reforms, such as self-governing hospitals, GP practice budgets and an internal market in health care, to see if they improved patient care.

The colleges are also pressing for all-party support for a House of Lords amendment to the NHS and Community Care Bill calling for a full evaluation of the changes.

Issuing a statement in Brighton at the annual congress of the Royal College of Nursing, the presidents said there could be "disastrous" consequences if the Government implemented its proposals nationwide.

"It is in the interest of the Government, public and professions to ensure that the whole of the NHS is not subject to a gigantic and costly experiment, which has a high risk of failure," Professor Dillwyn Williams, president of the Conference of Royal Medical Colleges, said. "If the Government's proposals are implemented nationally there is a good risk of the collapse of the whole NHS."

The colleges, which have been lobbying peers over the last few months, have already won support from three Conservative peers. Yesterday Lord Ennals, Labour health spokesman in the Lords, pledged to table amendments

on a pilot study and conceded that a Labour government would have to rethink its plan to repeal the changes, in the light of the results.

"We are committed to revoking these controversial changes but if the Government put these into a process of evaluation then of course the party would think again," he said.

Mr Kenneth Clarke, the Secretary of State for Health, made it clear, however, that the Government had no intention of slowing its reforms or staging their introduction. The changes would be introduced in essence next year and would evolve in the light of experience after that.

He accused the colleges of raising ridiculous fears in their attempts to explain to "unelected peers that they would like to somehow put a spoke in the wheels at this late stage".

A pilot study would create uncertainty, further delay and would have a demoralizing effect on the 79 units which had expressed interest in self-governing status and the 850 GPs keen to take on their own budgets.

Professor Williams said that it was clearly wrong to introduce a new structure when there was no evidence that the changes would improve patient care, and when most health professionals considered that the plans would endanger standards of care and reduce availability of care for those who needed it.

He insisted, however, that the colleges were not attempting to restrict changes but to "identify and foster changes" that could be shown to be beneficial and to modify those which were less effective.

The colleges propose that

the new chief of research and development, a post just created by the Department of Health, should carry out the assessment. He or she would be supported by an advisory council of equal numbers of nominees of professional bodies and of government.

The statement claimed that the Department of Health's own advisers recognized that there was an enormous amount of work to be done before the information systems needed for an internal market were able to cope with the changes proposed. It was in the Government's own interest to ensure that the proposals were tested and not judged a failure simply because of the weakness of the support system, it said.

The colleges have been consistently opposed to the plan to set up self-governing hospitals, which they claim will lead to a two-tier service and the most skilled staff being attracted by higher salaries.

The ability of self-governing hospitals to set their own rates of pay would lead to an unequal distribution of staff and inequality in health care provision.

Earlier, nursing delegates attending the congress gave unanimous backing to a resolution calling for all patients or clients in the community to have a statutory right of access to a skilled nursing assessment as part of the care package which local authorities will have to provide from April next year.

They also supported an emergency resolution calling for the introduction of a national inspectorate to monitor and set standards of care in health and social services.

# Million flying hours for workhorses

PETER TREHON



Four of the crew of the first Hercules transport plane to be delivered to the RAF in 1966 kneel on the tarmac as a flypast of four planes passes overhead. The men were at RAF Lyneham to celebrate a million hours of operational flying by the force's "workhorse of the sky". A specially liveried aircraft made a commemorative flight

from the Wiltshire base, which is home of the Lockheed turbo-prop aircraft, known affectionately as the Fat Albert. The base handles 61 of the present 62 Hercules in service in their various roles. Group Captain Ian Corbett told a pre-flight press conference that the RAF fleet was only the second in the world — after the US

— to achieve a million flying hours. In service the aircraft had been involved in more than 40 big operations worldwide, in its Nato support role and in humanitarian missions. The plane's short take-off and long-range capability have proved invaluable in famine relief work — notably in Ethiopia in 1984 and 1985. Two

Hercules aircraft were stationed there to ferry life-saving supplies to remote regions. For yesterday's historic flight the crew was picked from the longest-serving men. The original crew members were also on board. They are (left to right) Mr Mel Bennett, Mr David Wright, Mr Fred Peacock and Mr John Sutton.

# 20% of hospital patients 'suffer from malnutrition'

TWENTY per cent of hospital patients have malnutrition because they do not eat enough or are given the wrong diet, the Royal College of Nursing Congress was told yesterday (Jill Sherman writes).

Mrs Jean Page, a nurse manager from Manchester, said the worst problems occurred in long-stay hospitals for the elderly and the mentally ill, where staff failed to monitor patients' diets or consumption.

Breakfasts were left uneaten because nurses had forgotten to replace patients' dentures, Mrs Page said. In other cases the doctors' ward rounds took priority over finishing lunch. Sometimes financial cutbacks

had meant less balanced diets. For example, lettuce, tomatoes and jacket potatoes had been removed from menus in central Manchester because of the cost. Mrs Page said gastritis hospital cases were only given £7.89 a head to feed their patients, although acute hospitals were given £12. As a result dietary deficiencies in fibre, iron and vitamins E and D were common and there was a high incidence of scurvy due to Vitamin C deficiency.

Other delegates claimed that cancer patients on radiotherapy were often deprived of special diets because of the high cost.

Miss Rose Dickson said: "Many cancer patients are losing weight and becoming

distressed because they think this is due to the disease when in fact it is poor nutrition." Patients were never weighed when they were first admitted to hospitals or during their stay, and dietary histories were generally only taken from diabetics.

Mrs Page called for special nutrition nurses to be appointed in all hospitals to monitor each patient's weight.

She also claimed that undernourished patients often suffered complications and wounds after surgery took longer to heal. "People are staying in hospital longer because they are not being fed correctly. Apart from the health implications this is economically unsound."

# Minister announces £32m for spacecraft

By Pearce Wright, Science Editor

THE Government is to contribute £32 million to the development of a new telecommunications spacecraft, to be built by the European Space Agency for launch in 1994, it was announced yesterday.

The satellite will carry equipment for laser communications between spacecraft and will be used for an experimental mobile radio communication service between cars, commercial vehicles and civilian aircraft.

The satellite is part of a £1,100 million research programme in advanced space communications planned by the space agency over the next 10 years.

Mr Douglas Hogg, Minister of State for Industry, said government spending on space research and development would increase from next week from £140 million to £150 million a year.

The decision marks a significant change in the Government's attitude toward space research, modifying the policy adopted in July 1988, when the Government announced it was going to switch support away from telecommunications into earth observation and space science.

The traditional pattern of British participation in the European Space Agency's communications programme was to have ended last year with the launch of the world's largest telecommunication satellite, Olympus, built by British Aerospace.

Mr Hogg said future research and development in established areas of satellite communications for public telecommunications and direct broadcasting would continue to be left to operators and manufacturers.

He said there was, however, a need for government support for new applications into advanced technologies that were unproven. Industry should then share in the cost of technology development.

# Parent power 'may shut weaker private schools'

By Douglas Broom, Education Reporter

PARENT power, the driving force behind the Government's education reforms, could push many independent schools into the hands of receivers, Professor John Rae, the former headmaster of Westminster School, said yesterday.

Accusing private schools of being unaccountable to parents, Mr Rae said they often used "massaged statistics" to impress parents of potential pupils with their excellent examination results.

He gave a warning that reforms to the state system designed to give parents greater choice and influence would present the private sector with its biggest challenge for decades.

In a lunchtime lecture at St Mary-le-Bow church in the City of London he said: "The independent schools have always said that they wanted competition from the maintained sector."

"Well now they are going to get it."

"When the middle class refugees begin to return to the maintained schools the weaker independent schools

will go to the wall." Reformed state schools presented a more immediate threat because the Government had placed "accountability to the customers" at the heart of its reform package.

"The independent schools have long argued that they are accountable because parents have a choice of schools," he said.

"But in practice independent schools are not as accountable to customers as the new maintained schools will have to be."

Mr Rae, speaking in his role as the Gresham Professor of Rhetoric at Gresham College, London, said that while the law would compel state schools to publish detailed examination results, many independent schools still refused to do so.

"The independent schools say they would deplore the publication of a league table but that is disingenuous."

"They loved the league table of Oxbridge scholarships because it showed them doing so much better than the maintained schools."

"One reason why they fear a

league table is that in some parts of the country — West Sussex for example — maintained schools get far better exam results than the independent schools, despite the former's non-selective entry."

"Independent schools should publish detailed exam results, not the massaged statistics presented on speech days, and should be open about comparisons."

"Parents are not stupid, they know how to interpret results."

In order to demonstrate their willingness to listen to parents, independent schools should follow the state sector and appoint them as governors, he said.

Mr Rae condemned the present practice of appointing "friends of friends, undistinguished former pupils, titled men and women who look good on the notepad and elderly folk with time on their hands" to be school governors.

"Parent governors would be a welcome shot in the arm for the quality of many independent school governing bodies," he said.

# Channon receives damages for slur

MR PAUL Channon yesterday accepted libel damages from the Daily Mail over a story on March 12 suggesting he went to Venice with a woman who was not his wife.

The High Court was told that Mr Channon, former Secretary of State for Transport, was accompanied throughout by his wife.

Mr Peter Rost, the Conservative MP, yesterday dropped his libel action against The Guardian after it said it had not intended to imply in an article that he had improperly tried to sell confidential information to a Danish firm.

# Three killed

Three men were killed when an 8½ tonne earth excavator exploded yesterday at Dygar Geylards, an equipment hire firm, of Giltbrook, Nottinghamshire.

# Libel appeal

Mirror Group Newspapers is to appeal against last month's £30,000 High Court libel award to Miss Tessa Sanderson, the athlete. It is also challenging the libel verdict.

# Husband jailed

A man who murdered his wife and daughter with a hammer was jailed for life yesterday by Leeds Crown Court. Sidney Sissons, of Sherburn in Elmet, North Yorkshire, had denied murder.

# Roving turtle

A turtle found on a beach in Cornwall is being sent back to the Caribbean by plane. The turtle, weighing two pounds, is believed to have been washed ashore at Forthleven by the Gulf Stream.

# Cleveland writs

Twenty High Court writs for damages involving 42 children have been issued against Dr Marietta Higgs and Dr Geoffrey Wyatt, the consultants at the centre of the Cleveland child abuse crisis.

# Goat glasnost

Frozen embryos from a British herd of Saanen goats have been sent to Russia to improve the yield from dairy goats there.

# Korean aid

A donation of £5,500 for the relief of flood victims along the North Wales coast has been received from the Red Cross in South Korea.

# Hotel fined

The four-star Burlington Hotel in Eastbourne, East Sussex, was fined £12,500 by town magistrates yesterday after admitting its kitchens were cockroach infested.

# Health groups attack mergers

By Our Social Services Correspondent

RECENT mergers between London health authorities have been undertaken without proper consultation and at the expense of consumer representation, health watchdog bodies claim today.

A report from the Greater London Association of Community Health Councils says the driving forces have been the interests of medical education and the need to rationalize acute hospital services to save money.

"Mergers have gone ahead without looking at the detailed impact of the services and without any strategic approach. They have reduced representation of local people and caused massive upheaval," the report says.

Proposals were discussed in "extraordinary cloak and dagger secrecy", it adds.

Two mergers have gone ahead: Paddington and Brent merged to become Parkside, and Fulham and Hammer-smith merged with Victoria to create Riverside. Others are afoot with some regions considering consortia of purchasers.

"There is a grave danger there the new authorities — self-governing trusts and purchasing bodies — will be even less representative and less responsive to local public opinion," Mr Robert Maxwell, secretary of the King's Fund College, says in the report's foreword.

Mergers could increase the bargaining powers of buyers if there was spare capacity. If not, increased bargaining might not reduce prices without reducing standards.

For Better or Worse, Health Authority Mergers. (Greater London Association of Community Health Councils, 100 Park Village East, London NW1 5SR; 24).

# Policy change on cirrhosis of liver

By Thomson Prestice, Science Correspondent

PATIENTS dying from cirrhosis of the liver because of heavy drinking are now much more likely to be given a liver transplant under a new policy being adopted by doctors.

About 100 operations for alcoholic cirrhosis should now be performed in Britain each year, if patients give up drinking for six months beforehand, Dr Roger Williams, a leading specialist, said yesterday.

Few cases have been considered for liver transplants because of a shortage of donor organs, and a dilemma over whether patients whose drinking habits caused their condition should be given the same priority as those with other reasons for liver failure.

One concern has been that some transplant recipients would return to alcohol, and risk damaging their new liver.

In the United States it was common until recently for alcoholic cirrhosis patients to have to give up drinking for two years before becoming eligible for the operation.

However, medical attitudes began to change two years ago when Dr Tom Starzl, a Pittsburgh surgeon, decided to perform grafts solely on the

basis of urgency of need. He said the operations had been "the ultimate sobering experience" and that only one out of 41 patients had gone back to alcohol abuse.

Yesterday, Dr Williams, director of the liver unit at King's College Hospital, London, said that 24 such patients, three of them women, have already had the transplants as part of a long-term study carried out jointly by King's and Addenbrooke's Hospital, Cambridge.

The patients, with an average age of 48, had been drinking alcohol for between five and 30 years, but 21 of them did not drink in the months before their operation. Four of the 24 had been taking alcohol since their transplant, and one had had a recurrence of alcoholic liver disease.

The results are being presented at the British Society of Gastroenterology conference, opening today at Warwick.

The world's first recipient of a combined heart, liver and kidney transplant, Mrs Cindy Martin, aged 26, has died in a Pittsburgh hospital, four months after her operation.

# £15.6m for energy HQ was three times estimated cost

By Sheila Gane, Political Reporter

WORK on new London headquarters for the Department of Energy cost £15.6 million, almost three times the original estimate, the National Audit Office (NAO) disclosed yesterday.

In addition its report criticized the decision taken, when Mr Peter Walker was Secretary of State for Energy, to insist on new offices no more than 14 miles from Parliament.

As Secretary of State for Wales, Mr Walker has since become one of the Cabinet's keenest advocates of relocation out of Whitehall. However, the NAO found no thorough

review was ordered in 1984 to find out if the Department of Energy needed to accommodate the 860 headquarters staff in one building near the Commons.

The report goes to the Commons public accounts committee, which will call officials on April 30 to give evidence on its findings.

The 25-year lease on a block of offices in New Buckingham Court, now renamed 1 Palace Street, Victoria, is costing £4.25 million a year, with rent rises expected every five years. The buildings, some of them listed, needed complete renovation before the civil servants could move in last summer.

The NAO said the Property Services Agency, which runs the

Government's estate, estimated in 1986 that the repair works would cost £5.6 million. No allowance was made for inflation. Over three years the costs rose from £30 a square foot to £84 a square foot.

It concluded that the key reasons for the increases were:

- £3.6 million in penalties to the developer to compensate for delays and disruption;
- £2.3 million to meet inflation costs;
- £1.4 million to meet developer's VAT liability;
- £2.6 million for design refinements.

It said: "In securing the occupational works for the Department of Energy, the PSA were handicapped

by the fact that their agreement with the developer did not provide them with adequate arrangements for monitoring and controlling costs."

The lease on the former headquarters, Thames House South, Millbank, ran out in 1982 but the department evoked the 1954 Landlord and Tenant Act and stayed.

The NAO said that in July 1984, after the Department of Energy had formally advised the PSA of its broad requirements, the PSA said it foresaw difficulties in obtaining a single building large enough to locate the department's headquarters staff in the immediate vicinity of Parliament.

The PSA then embarked on a four-year search for new premises.

As the owners of the old premises were pressing for their building back, there was by then no real alternative to the expensive New Buckingham Court project, the NAO related.

The need for an urgent decision also led to the PSA relying on the developers' own quantity surveyors for advice.

The NAO urges the successors to the PSA, after its privatization, to heed the lessons of 1 Palace Street and, equally, for government departments to take more care when managing their office needs.

PSA and Department of Energy: new headquarters building for the department. National Audit Office report (Stationery Office; £3.80).

## £39m for councils to entice tenants to buy privately

By Libby Jakes

LOCAL authorities will be able to spend £38.7 million over the next financial year to encourage council tenants to leave their homes and buy on the private property market, Mr Christopher Chope, Under Secretary of State at the Department of the Environment, announced yesterday.

The Government believes the scheme will release 2,000 homes for needy families and has accepted bids from 73 local councils to take part. In London and the South-east, where the housing shortage is particularly acute, 57 councils will get £22 million in extra government finance.

Cash incentives will vary between boroughs, from £5,000 in Peterborough to £28,000 in Redbridge, north-east London. Most London councils are offering between £13,000 and £20,000. Tenants in Exeter, Stafford and Hambleton, on Humberside, can claim up to £10,000. The Treasury has asked that the highest rates should be restricted to tenants of at least five years' standing.

Yesterday's announcement formalized 44 existing schemes, many of which awarded the "portable discounts" on a sliding scale according to the type of council property released. The maximum payment so far has been £13,000.

Mr Will Tuckley, housing officer for the Association of

London Authorities, cautiously welcomed the extra funding, part of a £112 million package awarded to local authorities to ease homelessness.

"Research indicates that the discounts have made some impact, however marginal, so we have to be pragmatic and accept the scheme," Mr Tuckley said. "Our concern is that it simply picks out wealthier tenants who would have moved anyway."

According to Mr Ken Scott, housing sales manager for Bromley council, Kent, a pioneer of the scheme, "portable discounts" are especially popular with tenants approaching retirement and planning to move to a cheaper area. Since 1986 Bromley has made grants to 336 tenants, 66 per cent of whom left the borough.

The "portable discounts" offered by Bromley last year averaged £10,460, compared with an average of £29,500, or 56 per cent of the property value, offered to tenants under the Government's "right-to-buy" legislation.

"Right-to-buy discounts are obviously much larger, but many people don't want to stay put in their present council property," Mr Scott said.

"We have sold 40 per cent of our stock, but we operate a policy of refusing to transfer tenants to a property just because they want to buy it."

John and Wendy Baughman have just left their three-bed-

roomed maisonette on the Ramsden estate in Orpington, Kent, for a three-bedroomed former council house nearby, which they are buying for £80,000. Their £11,000 portable discount from Bromley council paid the deposit on their new property and covered the cost of moving.

Mrs Baughman, aged 23, admitted that they would have been given an even bigger discount on the maisonette had they stayed in it under the "right-to-buy" scheme. However, the disadvantages of the first-floor property for a growing family with two children outweighed purely financial considerations.

She said: "There's no way a young couple in our position could ever have saved enough to buy our own home. The scheme has enabled us to do just that."

Broadland District Council, Norfolk, has been given the go-ahead by the Government to sell off its entire stock of 3,700 houses worth £26 million to the private Wherry Housing Association.

Mr David Hastings, chairman of the Conservative-controlled council, said that the sell-off would mean lower rent increases and faster maintenance.

Wherry Housing Association plans to build or buy 200 new homes every year by the end of its first five years in control.

## Blake's images of Monroe



Peter Blake the artist with one of the works at his exhibition "In Homage to Marilyn Monroe" which opens at the Waddington Galleries, west London, today

## Civil servants may present less complex court cases

By Frances Gibb, Legal Affairs Correspondent

CIVIL servants in the Crown Prosecution Service would be able to take on from lawyers the task of presenting simple cases in the magistrates' court under proposals being drawn up by an internal CPS working party.

The proposals, which would have to be endorsed by the Director of Public Prosecutions and the Attorney General if adopted as policy, would remove much of the routine work from over-worked CPS lawyers.

Instead, suitably trained lay presenters would take on simple guilty pleas for non-imprisonable summary offences, such as road traffic offences and others such as careless or inconsiderate driving or soliciting.

The proposals, which would require primary legislation, coincide with recommendations by the Lord Chancellor's Department that court officials be allowed to take on some work done by junior judges, including - in effect - granting "quickie" divorces.

The CPS report being drafted is not expected to come down one way or the other on the use of lay presenters, but it will suggest how - if the decision to go ahead is taken - it could be done in practice.

Last week Sir Patrick Mayhew, QC, the Attorney General, indicated the advantages of using lay presenters for some routine court cases.

He told the Home Affairs Committee investigating the CPS that it might not be necessary to have lawyers doing "run-of-the-mill simple pleas" although such a change would have to be approached "with great care".

Sir Patrick said he had an "open mind". Asked if lawyers would not object to such a change, he said: "If the change is sensibly explained and sensibly limited, then sensible members of the legal profession will accept it. No one wants to see unnecessary use of trained lawyers, and unnecessary expenditure."

The research is among the priorities for the next five years on which the research council will be spending over £130 million a year.

would be strongly opposed by the First Division Association, the union representing Government lawyers. Yesterday Miss Robyn Dasey, assistant general secretary, said: "Lay presenters will not professionally and competently present a case in the courts, which is the public face of the CPS."

If the slightest technical or other problem arose, the lay presenter would then be placed in the position of having to decide if the case should proceed or not, she added. Such decisions should be taken by lawyers.

"Very often a case seems simple - it may be someone charged with driving without a licence - and then they turn up with a licence. What would the lay presenter do then?"

The association successfully took the DPP to court 18 months ago over the use of non-lawyers to screen cases to see if they should proceed to trial. It was ruled that under the Prosecution of Offences Act 1985, which set up the CPS, the work should be done by lawyers.

On the issue of lay presenters, however, it is argued within some quarters of the CPS that this would create no new precedent. Law clerks already handle bail applications, and the Department of Transport and Customs and Excise officials present certain cases in court.

Before the CPS was set up, the police - who are also "lay" - prosecuted regularly in the courts, it is argued.

The working party drafting the report was set up in the wake of the report on the government legal service by Sir Robert Andrew.

That pointed out that lawyers were a scarce resource and recommended removing from them much of the routine, repetitive work.

The working party is likely to suggest that executive officers in the CPS or higher executive officers are the appropriate level of staff to be trained for the work of presenting simple court cases.

## Public wants more say in planning

By Charles Kneivitt, Architectural Correspondent

FOUR out of five people want more say in the design and uses of building development, while more than two out of three think that people who live and work in an area should play the most important role in planning decisions, a poll conducted by MORI says.

Trees and gardens, playgrounds and sporting facilities were the three most popular features in any new developments of the major squares and spaces in cities.

The poll, conducted among

2,055 people last month, was commissioned by the Channel 4 television series *Signals*, which tonight deals with the issue of public participation in relation to the future of Paternoster Square, next to St Paul's Cathedral.

The Prince of Wales has campaigned for almost two years on the need for people to have a say about the Paternoster redevelopment plans. But when asked who should play the most important role in decisions about the uses of leading urban sites, such as

Paternoster, the Prince was only mentioned by 12 per cent, as against 68 per cent for people who live or work there, 47 per cent for the public, and 42 per cent for councils. To the same question, 26 per cent said town planners, 18 per cent said the Government, and 17 per cent said architects.

Mr Roger Graef, producer of the programme, said: "The current planning system is clearly not working. There is serious, popular demand for public participation which challenges the status quo."

The public thought it should have more influence over the look of new buildings (80 per cent); the uses of new urban spaces (78 per cent); and the uses of new buildings (74 per cent).

Almost a half of residents in the Liberal-controlled London borough of Tower Hamlets are either dissatisfied or very dissatisfied with their council, according to a MORI survey.

All seven neighbourhoods in the borough had now been asked to prepare an "action plan", a spokesman said.

## Study of common weed costs £14m

By Pearce Wright, Science Editor

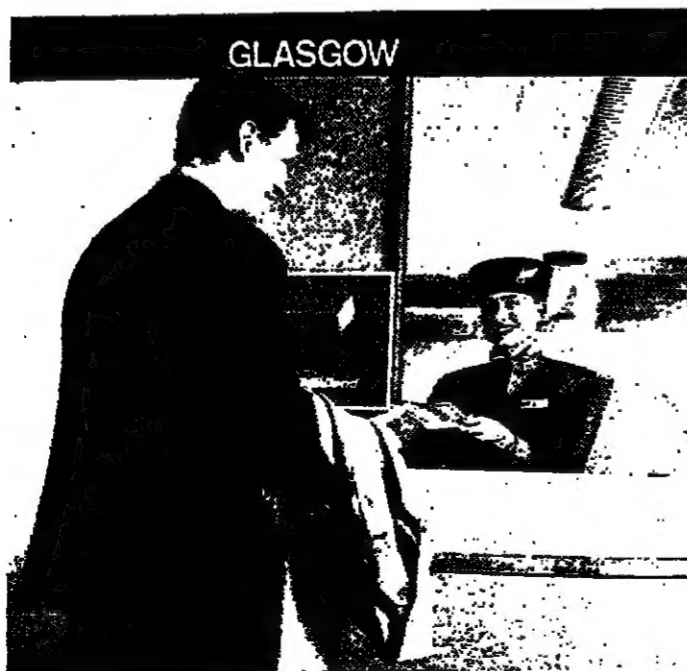
SCIENTISTS are to spend £14 million of government research funds on a three-year study of a small plant called *Arabidopsis thaliana*, known to gardeners as thale cress and regarded by them as a weed.

The cress is related to oil seed rape, a crop now worth £700 million a year to Britain. There is a constant search to improve varieties and to guard against disease or mutations that might affect it.

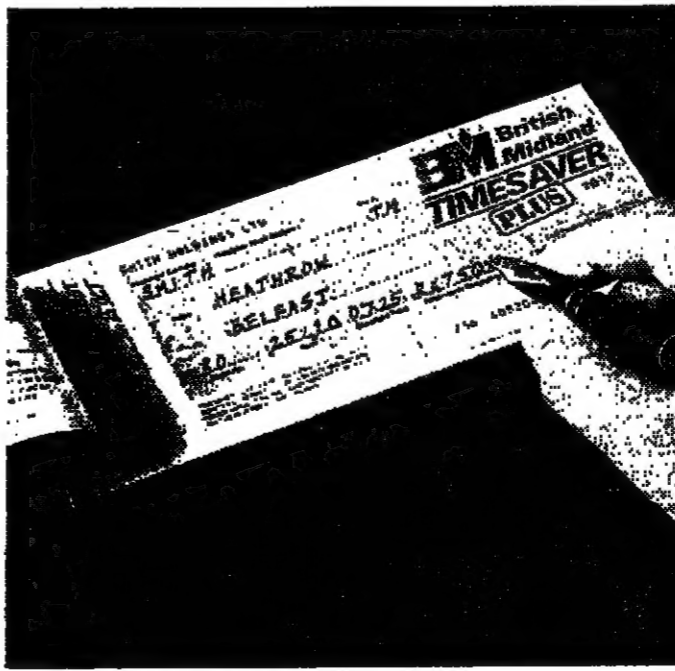
Professor William Stewart, deputy chairman of the Agricultural and Food Research Council, said the weed was an ideal agent for the study of the intimate genetics of plant biology. One advantage was that, like all weeds, it reproduced very rapidly.

The research is among the priorities for the next five years on which the research council will be spending over £130 million a year.

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## PARLIAMENT

# 'Cashable' credits for training youngsters

A TRAINING initiative in the form of credits for young people was outlined to MPs by Mr Michael Howard, Secretary of State for Employment.

He said credits would be issued to young people who would be able to present them either to an employer or to a specialist provider of training. A monetary value would be shown on the face of the credit and that could be supplemented by the employer or the body issuing the credit.

He believed that credits were potentially an exciting means of motivating young people to train.

The initiative marked an important departure in government policy for training young people. "The initiative has the potential to revolutionize attitudes to training."

There had been widespread interest in training credits. The CBI had proposed local pilot schemes.

However, credits were untested. The Government had decided therefore to invite training and Enterprise Councils (TECs) and local enterprise companies to run pilot schemes, coming into effect in April next year.

A prospectus was being issued today inviting local education authorities to submit bids for the Government's proposals. The aim was to select 10 schemes in areas covering up to 10 per cent of the national total of 16 and 17-year-olds leaving

full-time education - 45,000 young people a year.

Training councils would be expected to ensure that credits were used only for training that was relevant to the needs of employers, and which met approved standards.

Much of the overall funding would come from planned provision for Youth Training. The Government was making available a further £12 million in 1991-92 from its present spending plans, rising to £25 million the next year.

That would bring the total estimated resources available to the Training and Enterprise Councils running pilot credit schemes to £115 million by 1992-93.

Mr Tony Blair, chief Opposition spokesman on employment, said that Britain had a huge training gap. The question was whether this initiative would result in genuine high quality training supported with cash to make it a reality.

Mr Howard said that the initiative would provide young people with a genuine entitlement to training. Employers' contributions to training of young people had increased by a factor of six in the past four years and the Government expected it to increase again.

Mr Ronald Leighton (Newham North East, Lab), chairman of the Select Committee on Employment, said that this was in principle the germ of a very good idea, but it might wither from underfunding.

Mr Howard said that he was confident that the scheme would flower.



Mrs Sylvia Heal, Labour's victor in the Mid-Staffordshire by-election, being greeted at the Commons yesterday by Mr Neil Kinnock. She was accompanied by her son, Gareth, aged 16 (left), her mother, Ruby, and her daughter, Joanne, aged 19

## Parkinson drops London road plans

### TRANSPORT

LABOUR MPs cheered when Mr Cecil Parkinson, Secretary of State for Transport, announced that he had decided not to proceed with big London road schemes recommended by consultants that had provoked much opposition.

The Department of Transport, he said, would push on with limited improvements along the South Circular and, though the Archway road scheme and a tunnel under Parkland Walk, north London, were ruled out, there would be improvements at Archway roundabout and Highbury Corner.

The department would work with the boroughs to develop a network for longer-distance cycling in London.

He would go ahead with appointing a traffic director and designing a priority route system of red routes for efficient movement of traffic, particularly buses.

The consultants' studies had been intended to see what more could be done

in four particular areas. During consultation on them, there had been strong support for improvements to public transport; widespread opposition to most of the major new road schemes; support for proposals to slow traffic in residential areas, both to improve safety and deter rat-running; and there had been general recognition of the need for better traffic management, but concern about the level of traffic and a wish to see higher priority for buses, cyclists and pedestrians.

They were evaluating urgently with London Regional Transport (LRT) and British Rail the proposed Chelsea-Hackney Underground line and East-West cross-rail. He expected to authorize a Bill for one of them in

November. London Regional Transport was appraising an extension of the Docklands Light Railway to Lewisham in south-east London and of the East London Line north to Dalston and Highbury and south to East Dulwich.

He had asked the chairman of LRT to consider further the case for extending the Northern Line from Kensington to Streatham and Crystal Palace and for a further extension of the East London Line to Balham.

There was to be consultation on the level of penalties for illegal parking, and a pilot scheme along the A1 from Highgate to the Angel and round the inner ring road to Aldgate and the A13, Commercial Road.

A new system of permitted parking controls, with a review of yellow lines, would give local authorities a much increased role.

Mr John Prescott, chief Opposition

spokesman on transport, said that the statement was a victory for London Labour boroughs for the London Labour Party (Conservative laughter) and, above all, for the people of London.

Mr Parkinson's climbdown would cause a sense of victory throughout London. For six years, thousands of homes had been blighted.

"The Government has been forced to see common sense just before the May local elections."

In blind electoral panic, Mr Parkinson had dropped unpopular plans that could have made the transport crisis worse but had failed to adopt plans that could have made it better.

He should reconsider an elected transport body for London. Mr Parkinson said it was difficult to climb down when one had not climbed up. "They were never our proposals, but consultants'."

## Lawson plea on ERM is rejected

THE Prime Minister came under renewed pressure at question time over Britain's commitment to joining the exchange-rate mechanism of the European Monetary System.

Mrs Thatcher rejected the suggestion made in the Commons on Monday by Mr Nigel Lawson, the former Chancellor, that Britain's pace was too leisurely, and insisted that the conditions set at the Madrid summit last year had still not been met.

Mr Hugh Dykes (Harrow East, C) asked her to confirm that the last remaining obstacle to early British entry was the present temporarily high rate of inflation.

Mrs Thatcher: Mr Dykes is not right in view of the statement at Madrid and what the Chancellor said. "It is absolutely vital that we have free movement of capital throughout the Community. That is not yet satisfied. We must get the rate of inflation down and have proper competition throughout the Community."

Mr Neil Kinnock, Leader of the Opposition: Is it not evident from her reply that she has absolutely no serious intention of joining the ERM for as long as she survives?

Mrs Thatcher: No, not in the least. We stand by the statement we made in Madrid. I was not able to join the mechanism during my first decade, but I hope to during my second.

Mr Kinnock: Does she not agree with the view expressed by her former Chancellor last night that Britain's non-membership is an exposed flank. As a result last night she was savaged by a live scapegoat (laughter).

Mrs Thatcher: The former Chancellor would be the first to agree on the need to get inflation down. That is top priority.

## Teachers' strike is criticized

Mr John MacGregor, Secretary of State for Education, and Mrs Angela Rumbold, Minister of State, condemned the proposed one-day strike by the National Association of Schoolmasters/Union of Women Teachers.

Asked during Commons questions about the action, Mr MacGregor said that he much deplored the attitude taken by a small minority of teachers. It was not only damaging for the children, but also damaging to the teaching profession. He was grateful to the other unions for taking a responsible attitude.

Mrs Rumbold said she was deeply disappointed by the decision.

## More opt-out schools

Mr John MacGregor, Secretary of State for Education, announced that he had approved 34 of 46 proposals put to him to give schools grant maintained status.

Maintained status, he said, allowed schools to increase spending and to have much more flexibility. They were highly popular with parents who sought to send their children to such schools.

## 5,230 killed on roads

The number of people killed on the roads last year was 5,230, Mr Robert Atkins, Under Secretary of State for Transport, said in a written reply. That compared with 5,052 the previous year and 6,010 in 1980.

Mr Atkins said that the department had set itself a target of reducing the death toll by one third by 2000.

## Defence move

Some of the Ministry of Defence's procurement executive is to be moved to Keynsham, Bristol, in 1993, Mr Michael Neabert, Under Secretary of State for Defence Procurement, said in a Commons written reply.

## Seven ships

Tenders have been invited today for up to seven Sandown minehunters for the Royal Navy, Mr Michael Neabert, Under Secretary of State for Defence Procurement, said in a Commons written reply.

## Lithuania plea

The situation in Lithuania called for restraint by both Lithuania and the Soviet Union, the Prime Minister said during questions.

Parliament today Commons (2.30): Questions: Scotland. Timetable motion on Social Security Bill and first day of report stage of the Bill. Lords (2.30): Debates on the community charge, on the House of Fraser report, and on council house rents.

## Labour protests at guillotine

THE Government was accused of trying to prevent defections by its own backbench MPs when Sir Geoffrey Howe, Leader of the House, announced that debate on report stage of the Social Security Bill tomorrow would be guillotined.

Dr John Cunningham, shadow Leader of the House, said that the Government was acting to prevent yet more embarrassing defections and votes by its own backbenchers. Only last night it had tabled four new clauses and 37 amendments. It was preventing Labour MPs from moving their own.

He also accused the Government of deliberately delaying the moment when Mrs Sylvia Heal, the Labour victor of the Mid-Staffordshire by-election, was presented to the House.

"Since even the Prime Minister recognized that the electorate of Mid-Staffordshire was sending her a message, why has the Government deliberately delayed the keeper of that message for over one-and-a-half hours by putting on three statements?"

Sir Geoffrey said that the timetable motion would be followed by the Bill's remaining stages. Third reading would be on April 3.

The timetable motion was designed to give more time than would have been available under usual arrangements.

Dr Cunningham was wrong to allege deliberate delay. "We are continuing with our calm conduct of government business, making statements today." The first two statements had been

welcomed. The third could not have been made tomorrow. In due course, Mrs Heal would begin her brief stay in the House.

Mr Simon Hughes (South-west and Bournemouth, Lab Dem) said that the timetable motion was no doubt intended to carve out (time) from Conservative MPs. They had given the Government a big shock on the Bill last week and had produced an even more autocratic response from an even more autocratic Government.

Sir Geoffrey said that there was no foundation for that allegation. The report stage of the Bill was required to deal with 20 new clauses tabled at a late stage by the Opposition against a background of a threat to run the proceedings throughout the night.

Mr Andrew MacKay (Berkshire East, C) said that many would consider the timetable motion a sensible way of proceeding.

Mr Robert Clay (Sunderland North, Lab) said that the Government wanted to avoid discussion of a new clause, supported by Labour and Conservative MPs, to provide compensation for British nuclear test veterans, who were suffering from various cancers.

The Government had filibustered a private member's Bill on that subject earlier this month. Now there was a guillotine motion. It dared not risk even five minutes' discussion on the measure.

Sir Geoffrey said that there was no foundation for that.

## Decision delayed on loan defeats

THE Government is considering its position in relation to the amendments passed by the House of Lords on the Bill bringing in student loans, Mr Robert Jackson, Under Secretary of State, Education and Science, said during question time in the Commons.

The Government had been defeated in the Lords late on Monday night by 47 votes on an Opposition amendment to the Education (Student Loans) Bill that would allow students receiving loans to receive housing benefit. The amendment was carried by 98 votes to 51.

During the last day of the report stage of the Bill in the Lords, Lord Peston, Opposition spokesman on education, said: "I am not happy with the introduction of a financing system. If students do not realize that they are chiefly to study and we do not see grants to support them, we are in a very difficult position."

Earl Russell (Lib Dem) said that he did not understand why the Government was so keen to take students out of the social security system. Student support should come from educational sources, but the proper way to achieve that laudable objective was to pay students above maintenance payments levels.

The amendment was concerned only with housing benefit, the most important social security benefit.

The Earl of Caithness, for the Government, said that it believed that benefit support for students should be provided through the educational system according to educational criteria. It opposed the use of social

### STUDENT FINANCE

security for the purpose because that had never been the intention. There were administration problems and it generated costs out of all proportion.

The Government has taken enormous care to see that people are seeking to exclude from housing benefit are catered for in other ways and that is taken care of."

A second amendment moved by Lord Peston, that no student attending a course of supervision in connection with a postgraduate degree who was not in receipt of a loan should be ineligible for housing benefit, was agreed without a division.

Earlier, the Government had suffered a one-vote defeat when Earl Russell successfully moved an amendment allowing regulations to the Bill to be amended.

The Earl of Caithness said that the proposal would make no difference to the Bill. It was carried by 57 votes to 56.

Early today, the position of students under 18 was brought into line with those over 18 when a government amendment was agreed.

Despite protests from Opposition peers that they had not had time to scrutinize the amendment, they did not force a vote.

The Earl of Caithness said that the amendment, correcting an oversight by civil servants over repayments of loans by students under the age of 18, was merely a technical one designed to avoid doubt over the legal position.

### ADVERTISEMENT

## SEYCHELLES - SHAME OF BRITAIN

### OPEN LETTER

TO THE RT. HONOURABLE  
MARGARET THATCHER M.P. PRIME MINISTER

FROM FORMER PRESIDENT  
JAMES R. MANCHAM K.B.E.

Dear Prime Minister,

Once upon a time, not long ago, Grenada, The Falklands, and the Seychelles were far away islands of the same Empire in forgotten seas. In 1982, just to defend a point of principle you commanded an armada to fight the Argentinians in the Falkland Islands. Some months later your friend, President Reagan saw it fit and proper to send American troops to Grenada on the grounds that the USA could not tolerate Marxist turmoil within her hemisphere. It did not occur to President Reagan that the Seychelles became a defacto part of his hemisphere the day the U.S. built an Air Force Tracking Station on Mahe, and a modern Naval Base next door in Diego Garcia.

Madam Prime Minister, despite your international reputation as a champion of democratic causes we are yet to hear a pronouncement from you about the situation in Seychelles. Yet there are compelling reasons why the British Government should take the initiative openly, loudly and unequivocally for the restoration of multiparty democracy in Seychelles:

1. Seychelles became British through conquest. Previously she had been French territory, just like the island of La Reunion. Therefore, if Britain had not conquered the islands the people of Seychelles would have today enjoyed the same benefits and privileges of belonging to Europe of the Common Market as their cousins in La Reunion.
2. In the dark hours of the Second World War, Seychelles contributed significantly in the fight for King and Country with hundreds dying in Egypt and Libya.
3. The British Government was unscrupulous in the manner she pushed the Seychellois people away from a policy of integration towards unwanted Independence.
4. It was a fraud for the British Government to allow the U.S. to build a satellite tracking station on Mahe without openly and honestly disclosing to the people of Seychelles that it was a station to spy on what Soviet satellites are doing, and to reposition American surveillance satellites over strategic areas. This means that in the event of war, our small and principal island of Mahe would become a prime target for destruction.
5. Britain must recognise that the initial dismembering of our archipelago by the creation of the British Indian Ocean Territory and her subsequent decision to allow the U.S.A. to build an ultra-modern naval base on the nearby island of Diego Garcia, brought the Seychelles into the focal point of big power politics and destabilised our island society.
6. That in the light of the fact that she had by her actions turned our islands into strategic territories, it was wrong for Britain to have refused us a treaty of defence. Such a treaty was agreed with Kenya, Tanzania, Mauritius and others at the time of their independence, and as a matter of fact one was signed with oil rich Brunei subsequent to Seychelles independence.
7. As the British Government was an integral party to the Seychelles constitution which acquired legal effect through a British Act of Parliament, it follows by implication that Britain had a duty to see that this constitution was respected.
8. It was wrong for Britain to have recognised the Government of France Albert Rene when she did because at that time the country was under Tanzanian military occupation.
9. Britain has absorbed most of the political refugees fleeing from Seychelles. As these people are not happy in their actual social environment, Britain has a duty to initiate discussions to create the political climate in Seychelles conducive to their return home.
10. At the time of the coup, Seychelles was an active member of the Commonwealth Parliamentary Association. The Seychelles branch became defunct by virtue of Rene abolishing the democratically constituted Parliament. The United Kingdom branch of this organisation, which was created primarily to promote and defend democratic ideals and principles should initiate an all-party enquiry or at anyrate constitute a committee aimed at the earliest restoration of parliamentary government in Seychelles.

It is not surprising that at this important juncture in world history when the clamour is for multiparty democracy that the Seychellois people should rightfully aspire to a return of democracy in their islands.

I was happy last week to hear you, on the occasion of the visit of President Havel of Czechoslovakia, declare - "I think each of us still feels some shame over that (1938 Munich) Agreement and we still feel uneasy that the Western world watched as the Prague spring of 1968 was crushed by Soviet tanks."

The plight of the Seychellois people may not offer an entirely parallel case to that of the Czechoslovakian people, but I do know thousands of Britons who are ashamed of the role Britain has played and continues to play by ignoring the problem of Seychelles and expect you as a champion of democracy to take some initiatives.

Yours sincerely

James R. Mancham

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## THE LITHUANIAN CRISIS

## Legality of Soviet military actions in Vilnius challenged

From Mary Dejevsky  
Moscow

President Gorbachev and other senior Soviet officials have emphasized their desire to avoid the use of military force in Lithuania and act within the Constitution and the framework of the newly proclaimed "law-governed" state.

With Soviet troops and military vehicles appearing gradually to be taking over key buildings in the Lithuanian capital, Vilnius, and its second city, Kaunas, however, questions are being raised about the legality of Soviet action.

The most blatant action by the Soviet military was the forcible removal of army deserters from their place of refuge early yesterday morning. This, however — the recovery of self-confessed deserters by the military authorities — is probably the one area where condemnation has least legal foundation.

Far more contentious must be the dropping of leaflets from military heli-

copters yesterday and the day before exhorting people to attend a rally organized by the pro-Moscow Yedinstvo movement. By what authority were Soviet military vehicles used in support of what is a minority group hostile to Lithuania's newly elected parliament or its new leaders? Does the Soviet Constitution, even in its present, un-revised form, or Soviet law, provide for the Army to be used in a sectional interest, or is their use merely an acknowledgement that when Moscow deems the integrity of the state to be at risk it will use whichever group or groups assist its cause?

The takeover of Communist Party buildings by paratroops offers another contentious legal case. All the buildings so far occupied were used until the end of last year by the Lithuanian Communist Party, which was subordinate to the Soviet Communist Party. After the Lithuanian party's break with Moscow, the right to use the buildings became a

matter of dispute, although the comparative strengths of the breakaway party and the pro-Moscow rump left little doubt about which had the greater need of the space.

There appears to have been no attempt by the pro-Moscow party to contest the use of the buildings after the split occurred, nor was there any immediate attempt to challenge the decision of the breakaway party to reallocate some of the space to educational and public institutions — until the declaration of independence and the formation of the new government.

Now, Moscow is claiming that the party buildings all belong to the Soviet Communist Party, and so should be returned to the pro-Moscow party. This is the apparent justification for the occupation of the buildings by Soviet troops. Again, the questions arise: why could not the right to use the buildings have been tested in the courts — if necessary in the Soviet Supreme Court

rather than the republic court? Why was the Soviet Army used so soon to "protect" buildings whose legal use was in dispute?

The military support for Yedinstvo and the military takeover of party buildings both cast doubt on the separation of powers which the development of a law-governed state is supposed to foster. The Soviet Army has been used in support of a pro-Russian minority organization with no constitutional status. It has also been used in the interests of the Soviet Communist Party.

Soviet officials, when challenged on these points, claim that because the Lithuanian parliament's original declaration of independence was illegal, all actions that have taken place since then (the forming of a new government, its recruitment of a national guard, its law on anti-state — that is, anti-Lithuanian — activity) have also been illegal. According to this view, the troops are being used merely to restore "order

and legality". There are two defects in this argument. The first is the actual legality of the independence declaration. The Soviet Constitution has long guaranteed the right of secession, but until the recent Bill on secession was drafted — after Lithuania's declaration — there was no legal mechanism for secession.

Moscow argues that Lithuania should have waited for the promised legal mechanism and taken this "constitutional" route. Given, however, that the right to secede was constitutionally guaranteed, that no legal mechanism was in existence when Lithuania declared independence and that independence was declared not by a single Lithuanian leader, but by a democratically elected parliament, the constitutionality of Moscow's position must be in doubt.

The other defect relates to the use of Soviet military personnel without the explicit approval of parliament, government or either Communist Party in Lithuania. This appears to be another

case where the situation has fallen between old and new legal norms, demonstrating the ineffectiveness of both. The new-style Soviet Executive President has the right to declare martial law anywhere in the Soviet Union. He also has the right, hedged about with the need for approval from the republic authorities or the federal Supreme Soviet, to declare a state of emergency and send in troops.

The problem with both these options is that legislation defining martial law and a state of emergency has not yet been passed by the Supreme Soviet and the President's powers are supposed to be contained in that law.

So far, President Gorbachev has not declared either martial law or a state of emergency in Lithuania. None the less, several senior Soviet commanders are in the republic and troops are being used, albeit for limited objectives. There must therefore be a question about the legal basis on which they are operating.

## Summit in balance as Moscow rejects US 'interference'

From Mary Dejevsky, Moscow

WARNINGS yesterday from the United States of the impact on Soviet-US relations of the use of force in Lithuania was not well-received in Moscow.

Addressing journalists yesterday, the chief Foreign Ministry spokesman, Mr Gennadi Gerasimov, accused the United States of interfering in Soviet internal affairs and possibly "detonating" an already explosive situation.

Mr Gerasimov's criticism showed the extent to which the superpower relationship has been — and could still be — affected by what happens in Lithuania.

US diplomats in Moscow are already saying that the planned June summit could be jeopardized by developments in Lithuania. But the postponement or even cancellation of the meeting could be potentially as damaging for President Gorbachev as almost any of the other sanctions threatened by Washington — in arms control, trade and scientific and technical exchanges.

Until the last week, the Washington summit was the one foreign appointment President Gorbachev seemed determined to keep. In the past month, Moscow has postponed several visits by foreign leaders, including the first visit to the Soviet Union in 18 years by an Egyptian leader, and a visit by the Irish Prime Minister in his capacity as

chairman of the EC. The Soviet Foreign Minister, Mr Eduard Shevardnadze, has also postponed a visit to Japan which was expected to prepare President Gorbachev's long-awaited Tokyo visit.

The summit, however, never seemed in doubt even though the rescheduled Soviet Communist Party congress would fall less than a month later. Some even argued that the proximity of the summit and the congress was deliberate — to enable President Gorbachev to use his pre-eminence abroad to consolidate his position in the Communist Party at home.

Whether the summit schedule was ever so firm for the US side, however, is not certain, except in so far as Washington has stated its intention of not making life any more difficult for President Gorbachev than it already is. Despite the Soviet leadership's insistence that preparations for the summit were fully on course, there were signs that all might not be proceeding smoothly.

A date for the summit was supposed to have been discussed by Mr Shevardnadze and the US Secretary of State, Mr James Baker, when they met during the Namibian independence celebrations last week. But no announcement was made and the meeting was reported only fleetingly in the Soviet media. The meeting between Senator Edward Kennedy and Presi-

dent Gorbachev passed similarly, without any summit announcement. Mr Shevardnadze is expected to visit Washington next month, but that will be less than eight weeks before the summit.

Another sign of uncertainty in Soviet-US relations has been the spate of unofficial US visits received by Mr Gorbachev in the past 10 days, despite the pressure of domestic events. Such private visitors — who may on occasion be used as surrogates for direct, bilateral contact at state or diplomatic level — included retired Admiral John Crowe, two award-winning schoolteachers (whose meeting dominated the front-page of *Pravda* on Saturday), and Senator Kennedy.

A further hint of problems has emanated from the arms talks currently under way in Vienna, which — the Soviet side hopes — will produce an agreement on conventional force reductions in time for signature in Washington. The Soviet negotiator, Mr Oleg Grinevsky, has recently complained about the slow pace of negotiations and blaming the West.

The problem for Mr Gorbachev now is that all the diplomatic progress he hoped would be consolidated at Washington, as well as the image-enhancement bestowed by the summit itself, has been placed in doubt by the Lithuanian unrest.

## Low-key response masks Bush fears

From Martin Fletcher, Washington

LITHUANIA'S demand for independence, though such an emotive word has not yet been used openly here, has created a crisis for Washington. So far President Bush's successes have been exclusively in the field of foreign policy, and almost all have depended on the support, co-operation or, at least, tacit approval of President Gorbachev.

Mr Bush's ambitions, likewise, depend on the Soviet leader's survival. Most immediately, the two are scheduled to meet in Washington in June and Mr Bush hopes for historic agreements on cuts in strategic arms and conventional forces in Europe.

Rowland Evans and Robert Novak, respected *Washington Post* columnists, have written that Mr Bush would "close his eyes to almost any strong-arm tactics in order to preserve the US-Soviet love-in". They went on to cite one senior administration official's private comparison of the US response to Lithuania with Chamberlain's appeasement of Hitler. "I would never be quoted on this, but I see the 'umbrella'," said the anonymous official.

Behind the scenes the Administration has engaged in strenuous diplomacy, emphasizing to Moscow the dire consequences on US-Soviet relations of a military crackdown. Mr Yuri Dubinin, the Soviet Ambassador, went twice to the State Department last week.

Mr James Baker, the Secretary of State, raised the Lithuanian crisis with Mr Eduard Shevardnadze, his Soviet counterpart, in Namibia and over the weekend wrote to him in Moscow.

But in public the Administration has avoided any inflammatory statements, even persuading the US Senate to reject a resolution demanding that the White House recognize Lithuania.

Instead it has issued a graduated series of warnings to Moscow, each slightly less mild than the last, and just strong enough to ward off

attacks from domestic critics, each urging peaceful negotiation to resolve the crisis.

Thus on Tuesday last week, Mr Martin Fritzwiler, the White House Press Secretary, suggested Soviet activities in Lithuania were "cause for concern". By Friday Mr Bush was warning that any Soviet attempt to coerce or intimidate would "almost certainly backfire". On Monday Mr Fritzwiler finally said in public what the US has long been telling Moscow in private — that "further actions... could be counter-productive to US-Soviet relationships". He also cast the first scintilla of doubt on whether June's summit could now take place, observing that "we are prepared to have a summit at this time".

There is little evidence that Washington has had any effect on Moscow's conduct. Two US diplomats were ordered out of Lithuania last Friday. Mr Fritzwiler has acknowledged that Moscow's sabre-rattling seems "to escalate on a daily basis". Even after Monday's warning the Kremlin ordered its troops to seize army deserters in Lithuania.

Moscow's repeated assurances that it will not use force are still being taken at face value in Washington, but the Administration's low-key reaction to events so far masks a deepening alarm.

No one here believes that Mr Gorbachev wants to jeopardize the Soviet Union's vastly improved relations with the US. But they fear that faced with a stark choice, he might opt to crack down in Lithuania rather than see the Soviet empire unravel.

Dr Adam Ulam, a professor of history at Harvard's Russian Research Centre, said: "For Gorbachev this question is life and death. He's against the wall and is going to lose one way or the other."

There is one other emotion expressed privately by some administration officials: considerable irritation with Lithuania for forcing the issue when more might have been achieved through patience.

## Yazov peace pledge

From Susan MacDonald  
Paris

GENERAL Dmitri Yazov, the Soviet Defence Minister, yesterday denied that Soviet troops had carried out any armed operation in Lithuania.

Asked at the start of a four-day visit to France for his reaction to the news that Soviet paratroopers had dragged Lithuanian deserters from a Vilnius psychiatric hospital, General Yazov said: "I can tell you there has been no armed action on Lithuanian territory... everything will be resolved by peaceful means." He admitted, however, that he did not have up-to-date information.

Asked if the Soviet Union planned strong measures in Lithuania, he replied: "What do you mean by strong?"

"There are troops in the Baltic military region but we have not used the Soviet Army," he said.

General Yazov said the army deserters seized yesterday "must be taken back to their military units". His comments came after half an hour of talks with M Michel Rocard, the French Prime Minister.

During his visit General Yazov will tour the French Naval headquarters at Toulon, the Army headquarters at Saumur and the Air Force in Rheims.

When Mr Gorbachev announced in May, 1985 that he intended to promote younger men into the top military posts, he also acknowledged that older, experienced officers would still be needed. General Varenikov was one of those veteran commanders who have flourished under the Gorbachev regime.

"Varenikov has very sharp eyes," said Mr Richard Wolf, an authority on the Soviet high command. "Any military action taken in Lithuania will be based on his assessment on the ground."

One of General Varenikov's predecessors as Commander-in-Chief of ground forces was General Igor Pavlovsky, the man who was in operational charge of the invasion of Czechoslovakia in 1968. He retired in 1984.

## Troubleshooter will determine Kremlin moves

By Michael Evans, Defence Correspondent

THE tough military action taken by Soviet forces in Lithuania has underlined the delicate balancing act by President Gorbachev, who is trying to assert his authority without damaging relations with the West and yet satisfy the demands of the General Staff, now intensely worried about the implications for national security.

The key man on the ground in Lithuania is General Valentin Varenikov, the Deputy Minister of Defence and Commander-in-Chief of the Soviet ground forces. This highly experienced officer, aged 67 — not one of the new generation of commanders appointed by Mr Gorbachev — is in Lithuania to assess the military requirements for controlling or suppressing the fight for independence. His report will no doubt now be sitting on the desk of General Mikhail Moiseyev, the Chief of the General Staff.

General Varenikov is an aristocratic-looking officer, born from princely Caucasian stock, who already has a wealth of operational experience behind him. He served in Kabul as a special adviser to the General Staff from 1985 until the Soviet troops left Afghanistan in 1989. His role there, as it is now, was to be a roving troubleshooter. It is a job for which he is apparently well suited.

He also fought in the Second World War, commanded Soviet "shock troops" in East Germany and climbed the career ladder during the Khrushchev and Brezhnev eras. He was once First Deputy of the General Staff. As soon as he returned from Kabul he was appointed to his present post of Commander of the Soviet ground forces.

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One of General Varenikov's predecessors as Commander-in-Chief of ground forces was General Igor Pavlovsky, the man who was in operational charge of the invasion of Czechoslovakia in 1968. He retired in 1984.

From the Soviet General Staff's point of view, the Lithuanian crisis presents a dilemma. The Baltic states are an integral part of the strategic command and control system. There is a lot of sophisticated hardware in the region, including ballistic missile early warning stations, air defence facilities and theatre nuclear weapon sites, all heavily guarded by the Army.

If Lithuania and the other states broke away, there would be an enormous vacuum in the command network. Even though there is renewed *détente* with the West, the General Staff would be concerned about any breach in the traditional command and control system.

This is where the danger partly lies. The General Staff remains loyal to Mr Gorbachev. He is their Commander-in-Chief and he has to make the decisions. Even though they may complain at times at some of the measures he has introduced for changing the structure of the armed forces, there is no question, according to many Western experts, of the Army taking the matter into its own hands.

Nevertheless, while Mr Gorbachev is searching for a solution to the crisis, one that grants Lithuania and other Baltic states sovereignty but guarantees the Soviet Union's security interests, the General Staff appears to be looking for a pretext to push things to a head because it is worried about the whole periphery of the Soviet empire collapsing.

The Baltic states are part of the Western Soviet Forces. They are the home of vital naval bases for the Baltic Fleet, which operates off Estonia, Lithuania and Latvia, the main facility being at Tallinn in Estonia. Highly effective naval brigades are stationed there and, if there was an outbreak of violence in Lithuania, they could be used in coastal operations.

There must be a real danger that the Army might use agents provocateurs to stir up trouble.

If there can be said to be lawlessness in the streets, if Lithuanians are reported to be throwing stones at Soviet troops, that would be the pretext for moving in.

## Parliament fiddles with detail as the fuse burns

From Anatol Lieven, Vilnius

AS THE time approached yesterday for a rally of Soviet loyalists outside the parliament in Vilnius, the atmosphere inside was more and more that of people besieged — though for the moment at least their fears have proved unjustified.

A connoisseur of such institutions — better than me — described this parliament to me recently as "the most pleasant Supreme Soviet in the USSR" which, allowing for some ambiguity over whether it still is in fact situated in the USSR, is no doubt correct.

Given the threats to the parliament's continued existence, it seems like a good idea to set on record a picture which Europe may not see again. The attempt by this body, dominated by intellectuals and lawyers, visibly trying to free their country of the vestiges of Communism, is not unique in Eastern Europe these days — but the surrounding circumstances certainly are.

The building itself, in keeping with Vilnius's architectural tradition, is not undistinguished, with columns across the front of a large forecourt. Its yellowish colour and tinted windows, however, clash horribly with the neo-classical surroundings. Just across the river, and dominating the building — in an unfortunate bit of symbolism — is the splendid, bulbous Russian Orthodox Church of St George, built in 1913 as a monument to the 300th anniversary of the Russian imperial dynasty of Romanov.

Inside, the parliament is fast coming to resemble a rather bizarre club, one where the guards on the door have resigned themselves to the membership of vulgar riff-raff, and greet the journalists as gravely as they do the dep-

uties. This club-like atmosphere is accentuated by the fact that many people by now are spending the bulk of their time there, and by its curious feeling of being cut off from the outside world. Considered as a club, it must be said that it has one of the best restaurants in Vilnius, and some of the most comfortable sofas.

Apart from the restaurant, there are two centres to the parliament, and they work like whisky and camphor: the chamber of deputies puts you to sleep and the press centre wakes you up again, as photographers rush in babbling of sighting tanks, like so many demented bird-watchers.

Despite the soporific quality of some of their speeches, the leaders of the parliament are a fascinating study in themselves, if only because they are so utterly different both from the apparatchiks who preceded them in what used to be a puppet theatre where parliament met only two or three times a year, and from their counterparts in Western Europe.

The very boredom of many of the speeches has its meaning. Journalists here have been astonished by the fact that the parliament can debate at endless length minor changes in the structure of government in the middle of one of the greatest crises in Lithuanian history.

This capacity for steady constitutional work is, however, what this body is all about. Whether it understands the nature of power is another matter. The fact that the Prime Minister and her deputies spend hours on end listening to these debates instead of getting a grip on the administration suggests that they do not.

A very visible feature of the parliament are the young Americans and Canadians who came on student visas

and have taken over the government's relations with the international press. They are, by and large, an engaging lot, but wholly inexperienced, and some are cracking slightly under the strain and the colossal workload. Their parents at home are bombarding some of them with telephone calls begging them to come home.

Also intermittently present have been a handful of American advisers on law and economics. Their advice seems entirely harmless, but has caused great offence in Moscow. The loud anti-Sovietism of some of them is rather irritating. It recalls V.S. Naipaul's phrase about Western radicals in the Third World being "revolutionaries on return tickets".

These academics do not have to stay and suffer the possibly bitter consequences of Lithuania's precipitate declaration of independence. In the meantime, there are both moral and physical thrills to be had from the expectation of repression.

These scholars are also of course wholly ignorant of the darker sides of their own American history. But no doubt a lack of historical irony is a necessary qualification for the imperial mind. Most of the Russian journalists I have met here have lost this qualification under the battering revelations of *glasnost* about the history of the Soviet Union.

Spiritually as well as physically, they are likely to be inside the building if the mob or the tanks arrive.

Mr Gorbachev will be ultimately responsible for dispatching the tanks here if they ever do arrive — another piece of historical irony. At another time, some of the Lithuanian intellectuals in the parliament there might appreciate this irony. But not this week.

## Thatcher calls for restraint

By Philip Webster, Chief Political Correspondent

THE Prime Minister last night urged Moscow and Lithuania to exercise restraint in the dispute over the territory, but gave a warning against the use of force to settle it.

Questioned in the Commons, Mrs Thatcher described the situation as very difficult for both Mr Gorbachev and the people of Lithuania. "I hope it will be settled by restraint with both sides discussing so that they can come to a satisfactory conclusion." But she said: "Force is not an appropriate way to settle this position."

MPs on both sides of the Commons noted that Mrs Thatcher had shown considerable understanding of Mr Gorbachev's position and was clearly anxious to say nothing which

would jeopardize her own good relationship with the Soviet leader or inflame the situation in Lithuania.

Her reply angered Mr David Alton, Liberal Democrat MP for Liverpool Mossley Hill. He asked in what ways the people of Lithuania were to show restraint, given that their country had been forcibly annexed by the Soviet Union and that the aggression there now was coming entirely from the Soviet Union.

Mrs Thatcher again responded cautiously. She said: "The situation there is very difficult indeed. It will not help to be provocative in any way on either side. The only way is for both groups of people to sit down and try to work things through by dialogue."



A group of Lithuanian deserters from the Soviet Army in Vilnius signing up for service in their breakaway republic's proposed border guard

# Charged

Both leaders say they will have nothing to do with the influx of Soviet Jews to Israel.

## A high-contrast, black and white photograph of soldiers in combat gear, including helmets and rifles, in a tactical formation. The image is grainy and has a stark, almost graphic quality. Several soldiers are visible, wearing helmets with various attachments and carrying rifles. They are positioned in a way that suggests a coordinated military operation. The lighting is harsh, creating deep shadows and bright highlights that emphasize the textures of their uniforms and equipment.

## Stasi legacy threatens to disrupt unity timetable

While those guilty of crimes carrying a jail sentence should be brought before the courts, State-paid informers and quietly ask them to resign, there was the risk of the most intimate details contained in

The Soviet side has now put forward a new concept, that of limiting all troops on each side in the Atlantic-to-the-Urals

As well as Nazi criminals his name has been cleared.

He was flown to the hospital after his right leg was mauled in Saturday's attack but has since returned to the United States for treatment. He was accompanied by a medical team and had his right ankle heavily plastered. (AFP)

"The Commission would find itself in a difficult position to have participated in and linked its credibility to a loan, the terms of which were not met by the borrower," Mr. ... responsibility for the bombings. A caller to an Athens newspaper said that they were meant as a protest against "the oppression of the Third World countries".

The Bush Negro insurrection against military rule began in 1986 when Colonel Bouterse cracked down on



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# Spiral of violence casts cloud over talks with ANC

From Gavin Bell, Johannesburg

THE rising tide of violence in South Africa has jeopardized prospects of an early breakthrough in preliminary negotiations between the Government and the African National Congress, although the talks are still expected to proceed on schedule next month.

Hopes of a peaceful transition from apartheid to non-racial democracy were diminished by this week's clashes between blacks and riot police in Sebokeng township, south of Johannesburg, in which eight blacks were killed and more than 350 injured. The police said yesterday they had fired in self-defence after a crowd estimated at 50,000 had ignored orders to disperse, and had surged towards them, screaming "Kill the Boers."

The confrontations between black demonstrators and security forces, along with a resurgence of guerrilla attacks on government property, directly impinge on three key issues in the forthcoming negotiations — the need for stability during political transition, ANC demands for ending the state of emergency, and government insistence that the ANC abandon its "armed struggle".

The ANC says the emergency decrees in force since June, 1986, must be lifted as a pre-condition for broader negotiations on a new constitution. But with whites alarmed by increasing lawlessness in black townships and tribal homelands, the Government will find it extremely difficult to take such a step.

Attacks on town council offices and a power station in and around Soweto with rocket-propelled grenades and limpet mines this week have heightened nervousness among whites, and made it clear

that black nationalists are in no mood to lay down their arms and thereby give the commitment to peaceful solutions sought by Pretoria.

The climate of instability is fuelled by uncertainty over who is responsible for the strife, and doubts about whether the ANC effectively controls the townships. Mr Walter Sisulu, the leader of the organization's "internal" wing, said yesterday it was possible that incidents were being provoked to sabotage the negotiations in Cape Town on April 11.

He did not apportion blame, but there is speculation that the ANC's authority is being undermined by more militant black groups opposed to any form of dialogue with the Government. Most of the mass demonstrations have focused on "bread and butter" issues, such as high rents and inadequate social services, but activists are suspected of inciting violent confrontations for political ends.

Racial violence is also increasing, with white vigilantes assaulting and killing blacks in the Orange Free State, and blacks attacking Indians in Natal. More than 100 blacks armed with knives were arrested on Monday night when they tried to hijack a bus driven by an Indian.

Bishop Stanley Mogoba of the Methodist Church of Southern Africa appealed for restraint on both sides yesterday. "The police need to be told in no uncertain terms by the Government that they must act in a manner becoming a peace-keeping force rather than a force of warriors. By the same token, I call on the people who sense freedom to keep control of the situation. There are still members of the police force who will

shoot first and ask questions later, so there is an added responsibility on the community to act in ways that are not provocative."

A further source of concern is loss of morale in the police force, which is being depleted by more than 20 resignations a day. Some 1,329 quit in the first two months of this year alone. Officials blame low pay, long hours and extreme danger, but disenchantment with government reforms among policemen with right-wing political views is believed to be a factor.

Discontent spread to the prisons service this week when 564 warders at 11 prisons were suspended for supporting union demands for lifting the emergency, abolishing detention without trial and investigating allegations of police brutality.

Mr Adriaan Vlok, Minister of Law and Order, recently cited statistics to confirm what many citizens already knew — that they live in a society in danger of succumbing to the law of the jungle. He said almost 12,000 people had been murdered last year and a serious assault was committed every four minutes.

Yesterday Mr Vlok disclosed that almost three million firearms were registered in South Africa, and new weapons were being acquired at the rate of 3,000 a week.

● EAST LONDON: Work has begun on a 211,500 road (£49,500) top-of-the-range Mercedes 500 SE for Mr Nelson Mandela, a company spokesman confirmed here yesterday (AFP reports).

Most of the company's hourly-paid workers have agreed to put in one hour free for four days to make the red car, which will take two weeks to complete.

# A running jump into the record books



Roy Anderson, a professional stuntman, soars fearlessly through the air between two buildings in Toronto, Canada, to claim a world record. He jumped 21 ft 3 in from one five-storey warehouse to another, eclipsing the previous record of 19 ft, despite a pulled hamstring. He said after his triumphant landing: "I didn't worry about anything up there. It was just me and oblivion." Mr Anderson, aged 26, whose film credits include *Rocky IV*, wore a white hood and red bodysuit and used no net or safety apparatus. He is now looking for a wider gap and higher buildings.

## Racism shown to be rising in France

From Susan MacDonald, Paris

A REPORT which presents a damning picture of the deterioration in race relations in France since the Second World War was yesterday handed to the Prime Minister, M Michel Rocard.

The 400-page report on racism in France was compiled by M Paul Bouchet, president of the National Consultative Commission on Human Rights. It took six months to research.

It is now all right, according to the report, to openly state you are racist.

The upsurge in racist crimes and their continued reporting in the press means, says M Bouchet, that they have become part of everyday life and therefore ceased to shock.

Not since the war, he states, have people felt so free to openly declare their nationalistic opinions in preference to those on racial integration.

A chief root cause, says the report, is the large concentrations of immigrant families — mainly from North and black Africa — in certain regions of France.

Prime examples are the huge concrete council housing estates, devoid of amenities, which have sprung up around the leading cities such as Paris and Lyons.

In new dormitory towns such as Monfermeil, to the north-east of Paris, immigrants make now make up more than 80 per cent of the population and old-time residents feel swamped.

M Bouchet stated yesterday that underneath racist taunts and threats is a dangerous current of violence. The day before, the president of the anti-racism SOS-Racisme, M Harlem Desir, was nearly beaten up by National Front supporters in Marseilles.

A think tank on integration and a religious committee on the role of Islam in France have been set up, but M Bouchet has declared that racism in France must now be fought, not debated.

## Rabbi dims Labour hopes of forming government

From Richard Owen, Jerusalem

MR SHIMON Peres, the Israeli Labour Party leader, yesterday appeared to be losing heart in his efforts to form a left-wing government coalition to be considered fresh elections.

He conceded that he had been dealt a setback by strong hints from Rabbi Eliezer Schach, aged 96, Israel's leading spiritual authority, that the influential religious parties which hold the balance in the Knesset (parliament) should support the conservative Likud Party rather than Labour.

Mr Peres was asked by President Herzog on March 20 to try to form an administration after the collapse five days earlier of the Likud-Labour "national unity" coalition as a result of disagreements over American efforts to achieve an Israeli-Palestinian dialogue in Cairo. In theory he has another two weeks to achieve his task.

Mr Peres insisted yesterday that Monday night's speech by Rabbi Schach — in essence a tirade against loss of religious

values on the Israeli left — delivered a religious rather than a political message.

None the less, he admitted that the four religious parties with seats in the Knesset were retreating from Labour, and "if what the commentators are saying is true, we might have to hold new elections".

Mr Yitzhak Shamir, the Prime Minister and Likud leader, said he hoped his party would first be given the chance to form a new government instead of Labour, because it was "not healthy" for Israel to hold a new election only some 18 months after the last.

Monday night's address by the Lithuanian-born Rabbi Schach, delivered to an audience of more than 10,000 Orthodox Jews in a sports stadium, left many observers baffled, relying as it did on quotations from the Torah.

Rabbi Schach, who is from a deeply Orthodox community in Tel Aviv, was said to be astonished and upset by the international media coverage of his address.

He used the occasion to attack the main parties. Likud was indirectly criticized for seeking to retain control of the occupied West Bank and Gaza at a high cost in life. The key to Jewish destiny lay not in possession of land but in study of the Torah, Rabbi Schach declared.

His true scorn, however, was reserved for the secular supporters of Labour and their allies in the Kibbutz movement. In a voice shaking with emotion, he denounced the "alienation from Judaism" of the kibbutzim.

"You should not be drawn to people who have no links with Judaism, no links with their past," he said.

The left responded angrily yesterday, with Mr Micha Harish, the Labour Party secretary-general, reminding the rabbi that Labour members and kibbutzim members were staunch Israeli patriots who had shed blood and given their lives for the Jewish state.

## Sihanouk accuses Hanoi of colonizing Cambodia

From Catherine Sampson, Peking

PRINCE Norodom Sihanouk, Cambodia's former monarch and resistance coalition leader, yesterday accused Vietnam of colonizing large areas of Cambodia, comparing it with encroachment in Europe by Nazi Germany in the Second World War and declaring: "Our Hitler is Hanoi."

At a press conference tinged with tragedy-comedy at his residence in Peking, Prince Sihanouk said that some one million Vietnamese are living in Cambodia as civilian "illegal immigrants". He said Cambodians were the ethnic minority in two eastern provinces, and that Vietnamese had also taken over fish-rich lakes and rivers. General elections could not be held, he said, as long as Vietnamese could vote and influence the outcome.

However, Prince Sihanouk said China had promised to continue to supply arms and ammunition to the resistance coalition "until the day of our final victory".

China cut off supplies to the smallest of the three factions in the coalition resistance, the Khmer National Liberation Front, (KNLF) about three months ago, insisting that it works more closely with the communist Khmer Rouge.



Prince Sihanouk pointing to Vietnamese zones

Prince Sihanouk said China "had not changed, and would not change her stance" on Cambodia, and would continue to donate "multi-form aid".

But he stressed that Peking had to come to a compromise agreement with Hanoi if the fighting was to stop.

The Prince described the US-manufactured uniforms worn by resistance troops, and warned that if the US stopped its non-lethal aid, "China will supply instead".

Cambodian resistance forces say that thousands of Vietnamese soldiers are illegally boosting the Vietnam-backed Phnom Penh Army, but Hanoi insists that all troops withdrew last September. Vietnam invaded in 1978 to overthrow the genocidal, Chinese-backed Khmer Rouge.

The Prince gave his usual reply to international condemnation of his co-operation with the Khmer Rouge. He cited several family members who had died under their four-year rule, and said: "I am not red, I am not even pink, I am not le prince rose."

## Governor urged to spare life

SACRAMENTO MOTHER Teresa, the Nobel Peace Prize winner, has telephoned Mr George Deukmejian, the Governor of California, to urge him to spare Robert Harris, a murderer set to be the first executed in California in 23 years.

Fr John Dear, a Jesuit seminarian who later spoke to Mother Teresa, said she had asked the Governor "to do what Jesus would do if Jesus were in his position".

A spokesman said the Governor pointed out that voters had twice approved the death penalty and he had sworn to uphold the law. (Reuters)

## Amnesty offer

Windhoek — President Nujoma of Namibia has announced an extensive amnesty for prisoners and warned the Baster tribe that secession attempts are illegal. (Reuters)

## Party purge

Peking — China's Communist Party expelled 33,400 members in 1989 for offences which included abuse of power or "ideological shortcomings". (AP)

## Renewed links

Jerusalem — Bulgaria will re-establish diplomatic relations with Israel within the next few weeks, the fourth East European country to do so since September. (AFP)

## Peace moves

Kabul — The United Nations wants "zones of tranquillity" set up in Afghanistan so that five million Afghan refugees can start going home, a UN official said. (Reuters)

## Karate killer

Palma de Maiorca — A motorist, aged 19, beat another driver, aged 25, to death with karate blows in a traffic dispute near this Balearic island town, police said. (Reuters)

## Journalist held

Cairo — An Egyptian reporter for Reuters has been detained in Sudan, the second foreign journalist to be held there in two months. (AP)

## Ferry disaster

Dhaka — At least 150 people were feared drowned when a ferry capsized near Bangladesh's border with Burma, the fire after screaming in pain for about two minutes, the court was told.

The third to die was a woman. Villagers decided she was possessed because she gave off a bad smell. She was plunged into the sea to be purified and allegedly died during the ceremony. Her son applauded as her body was thrown into the fire, the court heard.

The fourth victim, a man, was throttled to death, while the fifth was dragged by a rope round his neck for 200 yards before being thrown alive into the fire.

His wife was thrown alive into the flames. (AFP)

## Strong-arm tactics clear way for Mugabe victory

From Jan Raath, Harare

MR EVANS Svoe finally caved in on Monday and withdrew from the general election, as a Zimbabwe Unity Movement (ZUM) candidate.

Three weeks ago the interior of his carpentry shop in Harare's Mufakose township was looted and ransacked. His record bar in the Madaya market has scarcely taken a quiet since burly youths took up position outside to report on anyone who dared to defy a boycott. At dusk gangs of bullying teenagers and children, many of them forced from their homes to join in, have jeered to his small brick house, chanting Zanu (PF) slogans, singing and threatening "Wait until Saturday. Then we will see you."

There remain 271 candidates — barring any further withdrawals — representing five political parties and a clutch of independents, fighting for 120 seats in the new 150-seat unicameral Parliament. The remaining 30 seats are set aside for presidential appointments and traditional chiefs. The results will be known by Saturday morning after two days of voting, starting today.

Simultaneous with the country's second parliamentary elections is Zimbabwe's first presidential poll.

Mr Edgar Tekere, the man closest to President Mugabe until his fall from grace and expulsion from the ruling party in 1988, is now leader of Zanu and the only candidate opposing Mr Mugabe.

Even before the election was announced five weeks ago there was little doubt that Mr Mugabe's ruling Zanu (PF) would win an overwhelming victory. But the electorate has become disillusioned by a

series of corruption scandals, severe unemployment, a standard of living worse than under white rule and, the most significant issue in the campaign, Zanu (PF) plans for a one-party state.

Zum, the most vigorous of the opposition parties, has been able to mount a spirited campaign — often using the same violent township tactics as Zanu (PF) — that alarmed the political establishment for its depth of support. Zum is optimistically estimated as being likely to pick up 10 seats, and Mr Mugabe is clearly not satisfied.

His rally oratory is heavily spiced with threats, implied violence and bitter invective against Mr Tekere. He has threatened to dismiss civil servants for supporting Zum and has threatened white farmers supporting Mr Tekere that their land will be the "first targets" of a proposed land-acquisition drive.

In Rushinga in the remote north-east, of Zimbabwe, he angrily complained in the Shona vernacular of the "docility" of the Zanu (PF) youth wing, asking: "Haven't they got fists?"

Television viewers watched in disbelief this week as an advertisement broadcast the squealing of tyres and the smashing impact of glass and metal of a vehicle accident, followed by a voice intoning: "This is one way to die. Another is to vote for Zanu. Don't commit suicide... vote Zanu (PF)." Another showed a coffin being lowered into the ground, followed by the state-mandated "Aids kills. So does Zumu. Vote for Zanu (PF)."

The advertisements stopped after Sunday, without, sources said, on the instructions of an embarrassed party hierarchy, but the Electoral Supervisory Commission, the government-appointed body with no executive powers and the task of ensuring the freedom and fairness of elections, made no comment.

Police have not issued a single statement with details of inter-party violence. It has been left to the ill-organized opposition to announce the death of one Zanu supporter in hospital last week, after he was allegedly beaten up by Zanu (PF) supporters, and the near-fatal shooting last Saturday of Mr Patrick Kombayi, a Zanu candidate in the city of Gweru in the country's Midlands province.

The Catholic Commission for Justice and Peace in Zimbabwe, which is collecting information for a post-election report, said it had received "many more" reports of intimidation and violence than in the last elections in 1985, but only few were verifiable because of the failure of the complainants to supply details.

The withdrawal from the Mufakose constituency of Mr Svoe has left voters with a choice between Mr Patrick Marimbo, the Zanu (PF) candidate and Mr Edward Mazaiwana, aged 70, the leader of the United African National Council, which in 1979 led the country for 10 months in an alliance with Mr Ian Smith, the former Rhodesian Prime Minister.

Last Friday night mobs were outside Mr Mazaiwana's home chanting, jeering and threatening, but they left after a third telephone call to police brought a small riot-squad detachment.

## Naples grieves for its lost treasures

From Richard Bassett, Herculaneum

AT THE gates of Herculaneum, Signor Francesco Busone, a veteran Neapolitan guide, unshaven but well-shod, points with a jabbing finger at the rows of excavated Roman houses which were once buried in the dust of Vesuvius.

"I can tell you everything about these remains but I am not allowed to tell you where the treasures are kept — only criminals are allowed to know that," he says, using gestures even Romans find faintly threatening.

Less than a month after five men broke into Herculaneum and stole more than 200 priceless first-century AD bronzes, pieces of gold and silver, the Italian authorities are no nearer to finding out who committed the theft or where the treasures are.

For Signor Busone, the progress on the part of the

carabinieri is to be expected. When the Neapolitan carabinieri, tall gentlemen in black uniforms, were told of the theft, their first reaction was to blame the Neapolitan police, smaller men in less picturesque uniforms and with slower cars and cheaper motor cycles.

Although the police in turn blamed the carabinieri, Signor Busone, like a true Neapolitan, exonerates both and blames Rome, a "city of paper shufflers", where honest work is unknown.

Rome, rather the Ministry of Cultural Affairs, took a characteristically bureaucratic step when alerted to the theft — it opened an "emergency" telephone line for anyone with information leading to the recovery of the stolen treasure; but it was only yesterday that the number was published in several art journals and

hardly surprising we have thefts," he says.

Last year more than 12,000 works of art were stolen from Italian institutions, the professor points out. During the past 20 years, 240,000 pieces have gone the same way. Only a small percentage is ever recovered.

"What are we to do here in Naples? We are all in the hands of the Camorra," Signor Busone says, referring to the local mafia.

Many Neapolitans believe most of Herculaneum's stolen treasure is still in Naples. "It can be dispersed very slowly but very easily," says Dr Fabio Apolloni, a leading art expert.

To the manifest grief of Signor Busone and many other Neapolitans, no one imagines that these priceless objects, which survived the horrors of Vesuvius, will ever be returned to Herculaneum.

Anyone brave enough to confide such information by dialling 8790087 finds not the carabinieri "nerve centre", vigorously if belatedly established last week to deal with the theft, but an agreeable signora offering to deliver pasta at cut-price rates to foreigners.

In Naples the existence of a serious art-theft police squad in Rome is greeted with derision or intense melancholy, depending on the time of day. Professor Baldassare Conticello, curator of the nearby Pompeii site, explains that, despite a dramatic increase in Italian art thefts, funds for effective security systems have been frozen.

"In some cases, the actual security personnel have been run down. They are badly-paid, mediocre people; it's

## Six burnt alive in 'devil hunt' frenzy

Papeete FOUR men and two women accused of being possessed of the devil were burnt alive, or thrown into a fire after being tortured to death, by villagers on a remote Polynesian atoll, a court here has heard.

Twenty-four men from Faite, which lies 300 miles east of Tahiti, went on trial this week accused of murdering the six in a frenzy of religious fanaticism on September 2 and 3, 1987.

The defendants are alleged to have acted under the influence of three itinerant women preachers who claimed to belong to the Charismatic Revival movement, a

group officially recognized by the Catholic Church.

Four other people were due to be similarly burnt on September 4 but were saved by the return from Tahiti of the island's mayor.

Fifteen witnesses have been called to testify at the trial, which opened on Monday and is expected to last two weeks.

The accused, none of whom went beyond primary school, are all aged under 30 and earned their living by fishing, farming or labouring. None had a criminal record and psychiatrists described them as completely sane.

They are said to have been fanatized by three priest-

esses who visited Faite in August and inflamed the inhabitants with fiery sermons urging the people to root out the devil from their village.

The three priestesses left Faite on August 27. They will not face criminal charges and will give evidence only as witnesses.

The court heard that one man whom the villagers tried to exorcise was first blinded by a crucifix driven into his eye. After that he was strangled and thrown into the flames.

Another victim was thrown alive into the flames, then pulled out after villagers had second thoughts about his guilt. He was thrown back into

the fire after screaming in pain for about two minutes, the court was told.

The third to die was a woman. Villagers decided she was possessed because she gave off a bad smell. She was plunged into the sea to be purified and allegedly died during the ceremony. Her son applauded as her body was thrown into the fire, the court heard.

The fourth victim, a man, was throttled to death, while the fifth was dragged by a rope round his neck for 200 yards before being thrown alive into the fire.

His wife was thrown alive into the flames. (AFP)



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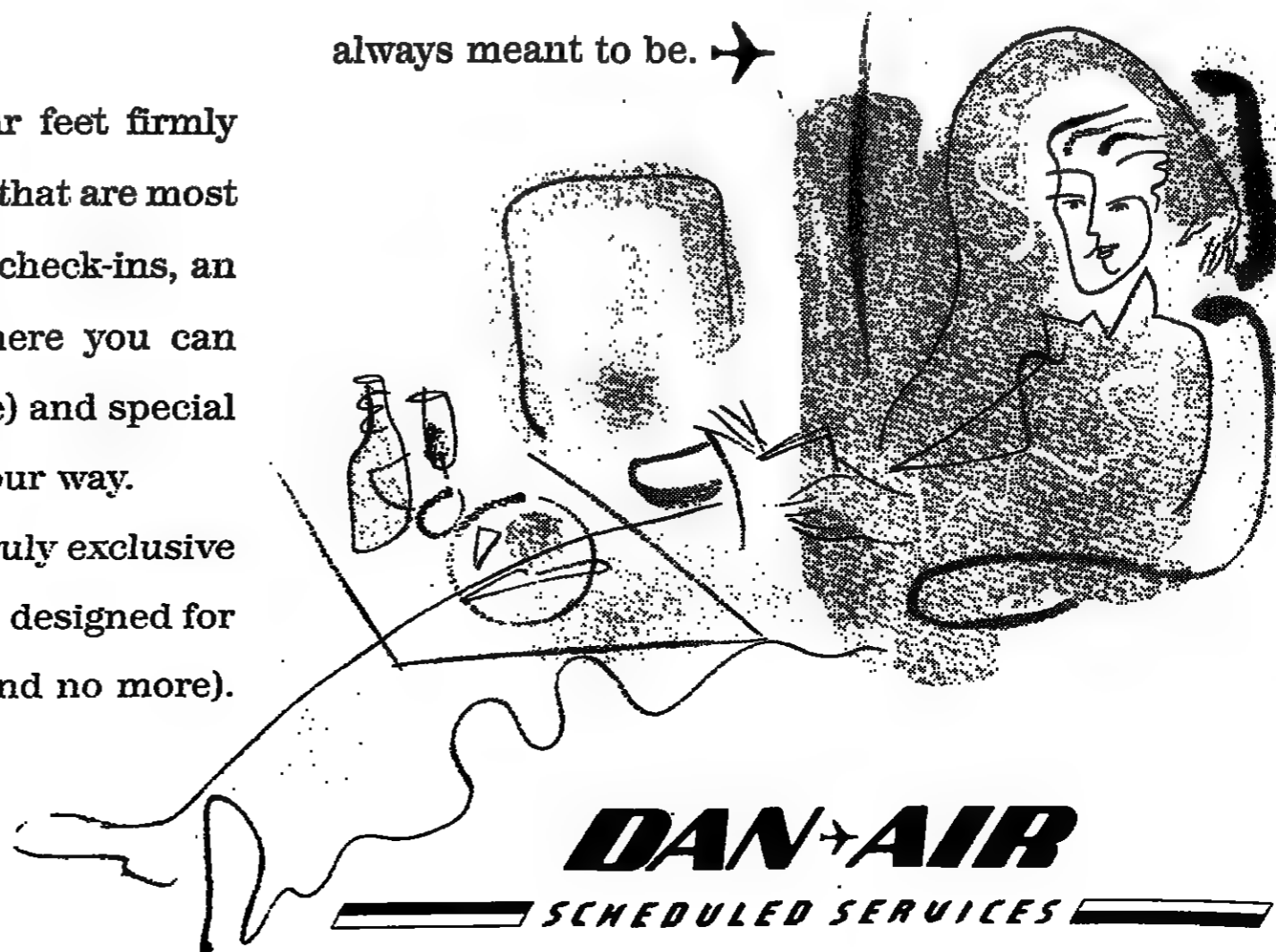
Had wider seats specially made to give you the ultimate in comfort and legroom. And designed the layout so that you'll never be sandwiched between two other passengers.

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Provide a free bar for the entire flight, a cooked breakfast plus lunch and dinner menus created by top European chefs. All served with stainless steel cutlery and proper glasses for your wine by quietly efficient cabin staff who'll cater for your every need.

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TIMES  
DIARY

NIGEL WILLIAMSON

Michael Heseltine has made some small concessions to Tory unity, but not enough either to silence his most vocal critics or, more importantly, to displease his supporters. After Sir Geoffrey Howe's plea that he declare his undying support for Mrs Thatcher, Heseltine duly trooped through the lobbies with his leader on Monday night for the key vote in support of John Major's first Budget. Nothing unusual in that, you might think — except that it was the first time Heseltine had voted with the Government since March 6, when he took the party line against a Labour motion on interest rates. But two hours after his Budget vote, Heseltine was back to form, pointedly abstaining in the vote on poll tax transitional relief. But the Prime Minister must at least be relieved that Heseltine's loyalty statement on Monday fell short of a ringing personal endorsement. For her most



Heseltine: soon back to form

deadly rival to have come out with a eulogy at this stage would surely have invited comparisons with those football club chairmen whose pledges of faith in their managers invariably mean that the sack can be expected within 48 hours.

I appear to have done an injustice to Michael Mates, one of Heseltine's lieutenants, when I suggested that he had not voted with the Government for three weeks. In fact, a flick through *Hansard* suggests that until Monday, Mates had not gone through the lobbies with his own front-bench since January. He too backed the Government on the Budget but absented himself from the poll tax vote.

Yet another Tory who failed to back the Government on poll tax relief was Robert Adley. Very public spirited of him, really, as he tells me that he and his wife qualify for transitional relief on their home in North Dorset, where their old rates bill totalled £229 and their poll tax demand comes in at £556. He says he is finally beginning to understand the Government's incomprehensible poll tax formula: if you have the ability to pay, you qualify for instant relief.

Why, I wonder, did Kenneth Baker, the Tory party chairman, cancel his visit to Czechoslovakia last weekend? He was going, presumably, to advise Czech free-marketiers on how to win elections. It would be mischievous to suggest that he would not have been taken sufficiently seriously after the Mid-Staffs disaster and with polls giving Labour a 28



Baker: taking a rain-check

point lead. Nor would I want to imply that Baker, who has been performing a fair imitation of the *Dad's Army* character who runs around shouting "Don't panic", has stopped believing in his own exhortations. The official explanation is that in the short time available, Baker felt he could not "do justice" to his hosts.

Could it be mere coincidence that within a week of John Major's tax concessions on workplace nurseries, Sir Geoffrey Howe, Leader of the House, has announced that room might be found, after all, for childcare facilities at Westminster? It had previously been understood that plans for a crèche would have to await the completion of the new parliamentary buildings in Bridge Street, not due for some years. Yet Sir Geoffrey announced this week that "recent developments in analysing the use of accommodation in the House" had created "a fresh opportunity for reconsideration". The Commons services committee is now looking at the matter again and I am prepared to wager all my tax windfalls that it will come up with somewhere suitable.

Talking of tax, I see that after a decade of Conservative government, the business of avoidance, traditionally associated with the super-rich and City whizz-kids, has become ideologically sound on the left. A small ad in the latest *Marxism Today* promotes the services of a "Marxist chartered accountant" who, in return, no doubt, for a suitable spot of socialist redistribution, offers advice on how to hang on to the full fruits of one's labour, by hand or by brain, and avoid handing too much over to "Thatcher's taxmen".

## All will suffer if Gorbachov strikes

by Lord Home of the Hirsell

When Mr Gorbachov went to such lengths to repudiate Stalinism and to replace it with *glasnost* and *perestroika*, there was a hope that he had turned his back on the use of force to achieve political ends. That interpretation of his mood was reinforced when he granted self-determination to the satellite countries of Eastern Europe and approved their rapid move to freedom.

There were some, it is true, who had read their form-book and were sceptical. They argued that it was possible to reach the top of the greasy political pole in the Soviet Union only by supporting the party all the way up, and that Gorbachov had been tarnished in particular by his connivance in the invasion of Afghanistan. They thought that in the case of Eastern Europe, he would have to recognize Moscow's loss of power, but that he was likely to revert to type if any

Soviet republic demanded autonomy. With Lithuania's demand for independence, the test of Mr Gorbachov's intentions seems to have arrived.

Lithuania and the other Baltic states, Latvia and Estonia, argue that because they were incorporated unwillingly into the Soviet Union as part of a shady wartime deal between Hitler and Stalin, they are entitled to their freedom. Gorbachov holds that they are constitutionally part of the Soviet Union, and that to threaten to secede is treachery. He recently said that force would not be used to contain them, but now he has sent troops to Lithuania to round up Red Army deserters.

It can be argued that Moscow is exercising a legal right in this limited action, but inevitably the cry is raised that Gorbachov is simply just another Stalin drunk with power. That he recently contrived to have himself

elected executive president of the Soviet Union only fans the flames of suspicion.

Mr Gorbachov would certainly do well to rethink his attitude to the republics. The origins of his reforms lay in the Soviet Union's economic plight, and the only chance of recovering solvency within an acceptable period of time seems to be by co-operating with the capitalist nations and by making the colossal savings that are possible through a programme of demilitarization and mutual trust. It would surely be folly to throw such a chance away and to resume military confrontation.

Disarmament could be achieved without risk to the Soviet Union's security, for the purpose would be to reduce forces and arms to a point at

which aggression is clearly seen to be no longer an option.

Deliberately to reject such a prospect at a time when the outlook for East and West is brightening would be an act of supreme folly, for which no statesman could be forgiven. For Mr Gorbachov, it would also entail throwing away his hard-won reputation as a conciliator, and it is profoundly to be hoped that wiser counsels will prevail. There is still time.

What constitutional settlement would be acceptable to both Lithuania and Moscow? Two possibilities are mooted. One is a confederal arrangement, which would involve only a few ties; the other is a relationship like that between the Soviet Union and Finland, which has stood the test of time. In any

case, the only course to follow is that of negotiation and compromise.

At present, the situation looks horribly like that of the 1930s. Then the dearest wish of two small and independent countries, Holland and Belgium, was to live at peace with their powerful neighbour, Germany. Hitler bullied them and then occupied them by force.

As recent history has proved, freedom is heady wine, and the world has a right to expect that those who gain its privileges will use it wisely. In the case of the Baltic states, it is up to Mr Gorbachov to use his power with restraint and ensure an honourable settlement on which peace between neighbours can be built.

Events are moving so fast that it would be foolish to predict anything with certainty. It is probably premature, for example, to assume that the pressure to which Lithuania is exposed is

more than an example of the kind of squeeze which Moscow used so adroitly in the Cold War.

It is difficult to imagine any reaction by outsiders which would help the Lithuanians, and they will probably survive such tension fairly easily. If, however, Moscow's attitude becomes too overbearing, the best protection for the Baltic states might be the reaction of the Russians themselves as represented in their new parliament. Mr Gorbachov would not like censure from that quarter, perhaps even dismissal, for ignoring basic human rights.

Any such protest would be reinforced by condemnation in the United Nations and elsewhere. That would be a sad end to Mr Gorbachov's short reign and a sorry outcome for the Soviet Union — as also for the prospects for East-West peace. Everybody must hope that Mr Gorbachov will put the brakes on.

## Tony Travers examines the options open to the Tories—all of them expensive

See them  
buy their  
way out

As the first poll tax bills are delivered throughout England and Wales, the Conservatives are desperately searching for a way to placate their backbenchers and stem the flood of voters switching to Labour. Can it be done? It can, and I think it will. But it will involve the unthinkable: an obvious change of heart by the Prime Minister.

With negotiations about the 1991-92 local government finance settlement already under way, ministers have only a few months to remedy real or imagined unfairness and ease the burden on those who will have to pay substantially more than their rates.

The Government has a number of options. They are, briefly, to increase central government grants to local authorities; to transfer control and the financing of certain local services to Whitehall; to strengthen the transitional arrangements; to increase the scope and generosity of the benefit system; to relate the community charge to income in some way; or to cap all authorities.

Some Conservative MPs have proposed additional grants as a way to reduce poll tax bills. An extra £1 billion would mean that each adult would pay £28 less. But because the poll tax is charged at a flat rate, tipping

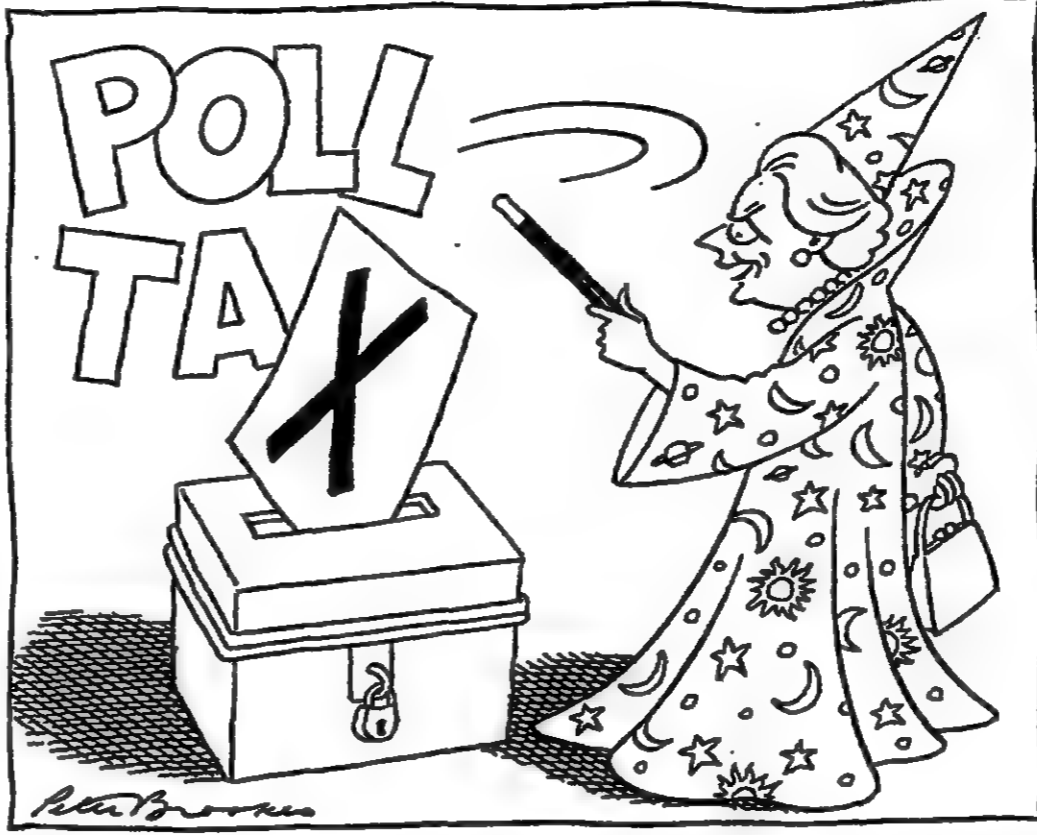
money in through the grant system would not target those most in need of relief. Rich and poor, gainers and losers from the new system, all would receive a small share.

It would take £7 billion or more in additional grants in 1990-91 to ensure that the community charge bills of the millions of households living in small, predominantly terraced houses fall back to the level of their 1989-90 rates. By 1991-92, the cost to the Treasury would be even greater.

Other Tories advocate the removal of education, the police and fire services from local government finance. For every £1.5 billion of this expenditure transferred from local government to the Exchequer, the average community charge could be reduced by about £42, but income tax, which the Conservatives are pledged to cut still further, would have to be increased by 1p.

Transferring the financing of services to the centre would have a very similar effect to increasing grants, except that it would be necessary to decide whether control as well as finance should move away from local government. Additional legislation might also be needed.

Stronger transitional arrangements? The "transitional relief" announced by David Hunt at



last year's Conservative party conference was intended to restrict losses for households with one or two adults to £3 per week. However, this relief is fully effective only if councils spend no more than the Government budgeted for in its assumed community charge levels. Furthermore, the relief is phased out over three years. Millions of local taxpayers face increases in 1990-91 of much more than £3 per week.

It would be possible, though costly, to make this transitional relief work in a way that limited local tax increases over 1989-90 bills to £3 per week, or even less, regardless of the council's spending. Such relief could be extended to all adults, not just couples, the disabled and pensioners, as at present. Unlike simply increasing grants or transferring services from local

to central government, the extension of transitional relief would target the money and so cost far less.

Extra support could also be targeted, though less efficiently, by extending the scope and generosity of the benefit system. Several changes to this system might be considered. The minimum community charge payment could be reduced from 20 to 10 per cent of local tax. This, however, would assist only the very poor, and given that the Government's primary political objective is to reduce the poll tax for floating voters, it would prefer to help households with incomes nearer to the national average.

At present, a couple with two children will receive no benefit if its net income reaches about £9,000-9,500. If this ceiling were raised — say to £12,000 or even

more — many more people would qualify for support. Another popular, though expensive, move would be to allow husbands and wives to be treated separately for the purposes of community charge benefits. By extending these benefits, however, the Government would considerably increase the number of people dependent on social security.

If the Government decided that more radical change should be introduced, it would be possible to link community charge payments to ability to pay. As at present, no one would pay less than, say, 20 per cent. Thereafter, individuals would pay proportions of a full charge (or even multiples of a charge), depending on bands of income.

Such a banded community charge was proposed by the Tory backbencher Michael Mates dur-

ing the passage of the poll tax legislation, when it was rejected by only 25 votes. This suggests that there was, and presumably still is, considerable backbench support for the idea.

Finally, the Government could resort to capping most or all authorities. On average, 1 per cent off local spending would reduce the charge by 3 or 4 per cent. To reduce the total community charge bill to the £10 billion planned by the Government, it would be necessary to cut about 7 per cent in cash from 1990 local budgets. Seven per cent reductions would mean cuts of closer to 15 per cent in real terms, which would be without historical precedent.

A more likely version of capping would involve one or other of the options discussed above — extra grant or more effective transitional relief — coupled with general capping. Indeed, if the Government were to decide to put in any sizeable sum of extra support, by whatever means, widespread capping would be necessary if councils were to be prevented from simply spending much or all of the extra money, rather than passing it on in the form of lower community charges.

None of the options examined here is particularly appealing to the Government. To be effective, each would probably cost the Exchequer billions of pounds. Further reforms in 1991-92 would involve further turmoil, and would grossly distort the accountability which the new system was designed to achieve. Nevertheless, to government strategists, the cost to the Exchequer and the distortion of accountability may appear small prices to pay to neutralize the electorally damaging effects of the charge as it stands. However difficult it proves, the Government will have to find a way to buy itself out of the poll tax debacle.

The author is a director of research at the London School of Economics.

## How the Hungarians could leave us behind

Woodrow Wyatt returns, impressed, from Sunday's general election

The primary school for 1,200 children aged eight to 14 was modern, spacious and apparently well equipped. It was in Szekesfehar (population 110,000), an industrial town with an old centre 30 minutes' drive from Budapest. The arrangements for turning the school into a polling station on Sunday made me feel I was in England.

Outside, departing voters were at first reluctant to say how they had voted. "The ballot is secret," they repeated with an element of pride, clearly indicating it was different from previous general elections in which the Communists achieved a 99 per cent vote. Then they began to thaw, freely speaking of their new political allegiances.

The main parties had, responsibly, promised not quick prosperity but hardship and unemployment for up to 10 years during the transition from all-pervading state socialism to either total free enterprise or one-third public ownership. This most accepted as the price of freedom, with the expected material rewards to come later. The only impractical party is the Independent Smallholders, which promised to return to the

original owners land confiscated in 1947 — an impossible legal nightmare. Its lower-than-forecast 13 per cent of the vote showed remarkable maturity in the electorate.

Inside the polling station, the local party leaders thought it undemocratic to ask how people had voted. One, a student and local champion of the Young Democrats, argued in a friendly manner with a 30-year-old chemical engineer representing the Free Democrats (the most Thatcherite of the parties). Youth is in the ascendant, vigorously rejecting those associated with the recent hated past.

Thirty miles on, I visited Veresceles, an agricultural village of 1,000 people, where the polling station was in the small building of the local council, still dominated by Communist officials. Their reaction was distinctly cagey. It was otherwise in the equivalent of a pub. I augmented the merry atmosphere by standing drinks, assisting one or two to fresh heights of drunkenness. One had Pepsi with a tumbler of brandy large enough to obliterate most Eng-

lish pub habitués. His double drink cost only 30p, but this must be set against the average wage of about £20 a week.

Most had voted for the strongly free-enterprise Free Democrats or Democratic Forum. The large local co-operative farm was described as "dirty". Its Communist president draws an annual dividend on top of his salary, which is 10 times larger than the others'. This man is for the immediate chop. Meanwhile, members cheat the co-operative by selling as much produce as they can on the black market.

Nearly all in the pub were young. One, unemployed but surviving deviously, said he would not vote for anyone until prices came down. They have risen by more than 50 per cent in the past three years and go on rising — on top of the newly introduced income tax. However, there is plenty of good and, by our standards, very cheap food, and I saw no sign of undernourishment. Nearby was a magnificent arboretum with many specimens planted, and still labelled, by a Habsburg archduke. The stonework and

bricks of his grand house were removed by the peasants in 1947, leaving only the noble colonnaded facade. The peasants were urged on by the communists, who said it was the only way to prevent the aristocrats returning. Peasants are now urbanized, with motorbikes and little cars.

Count Bethlen, of the family of an interwar prime minister, is sixth on the national list for the Democratic Forum. (Only 176 of the 386 MPs will be elected in individual constituencies, the rest by area and national lists.) Though he describes himself as Count on his visiting card, he will not use the title until the elections are over, by when he is almost certain to be in parliament. So will a few other former aristocrats.

Despite the mutual insults between the Free Democrats and the Democratic Forum, the front-runners in the second round of the election, on April 8, they will be the basis of a coalition government. For an absolute majority, they will need the backing of a few of the tiddlers, but they will have no

truck with either the partly reformed Communist Party, which has too few votes to get any MPs, or with the new Socialist Party built from the ruins of the old Communist Party. The latter got a larger than expected share of the vote (10.65 per cent) and contains three exceptionally able men: the prime minister, his foreign secretary, and Imre Pozsgay, leader of the 1989 reforms. It is a pity they will be unable to contribute their experience and administrative capability to the new government. But they knew that the democracy they created would demolish them, and they accept it with good grace.

The plight of the 2.5 million Hungarians in Transylvania has not been an election issue. All parties agree to fight for their human rights but without demanding frontier revision. Concern mounts with the violent attacks on Hungarians, particularly that on Andras Sutor, a famous playwright and writer who lives in Transylvania. When I was in Budapest, Sutor was in a nearby hospital, critically ill. Extremist Romanians

had poked out an eye, cracked his skull and broken three ribs.

Unlike most Hungarian opinion-leaders, I am optimistic that it will not take five or 10 years for Hungary to become a successful enterprise economy. Already many entrepreneurs are becoming rich, with fine new houses on the Buda hills; one has a helicopter. They create wealth for the whole country. Hungarians at every level will soon learn how to make private enterprise nationally successful.

There is even a serious plan to turn a huge waste area on the Danube into a free port, with accommodation for 25,000 Hong Kong families with their businesses and factories. They would have the same low taxation system as in Hong Kong. Their wealth expansion would be an enormous uplift. The outgoing communist government backed this scheme, on which purposeful talks have begun. The leaders of the new coalition government are also enthusiastic. One entrepreneur to whom I showed my HK\$8 watch, which looks worth £400, glowed at the export prospect. Hungary, less afraid of original ideas than we, could take away opportunities from Britain before long.

## The case for character study

EACH year, as sure as Trooping the Colour, every journalist of any note visits Mr Kingsley Amis, just to check that he is still the same. For his part, tweedled and whisky-bearing, Mr Amis dutifully harpings his way through a medley of his views, every now and then scowling or grunting or going pop-eyed. Like youngsters around a scratchy old jukebox, the journalists punch the right buttons for all those well-loved opinions. Actors? "Stupid and ignorant." Psychiatrists? "Bloody hopeless." Labour Party? "Don't trust 'em." Novels? "Don't read 'em." Newsreaders? "Another lazy breed, like actors." Bop! Bop! Bop! A hit every time!

Now that the journalist has departed, notebook chock-a-block, let us spy through Mr Amis's keyhole. I rather fancy we will find him changing from his tweeds back into his flares and his

"Hendrix Lives" T-shirt, whisking a jazz album from behind the sofa, pouring himself a vodka-and-Pepsi and getting stuck into the new Thomas Pynchon.

The writer who behaves like his characters, at least in public, is a popular figure. That is why journalists seem somewhat disappointed after interviewing Mr Amis's son, Martin. From his books, they have come to expect a hawking, burping, lager-popping monster, bragging of last night's conquest while flicking dried bryani off his chin with a used finger. Instead, they find a cultured family man, self-contained, articulate and somewhat distant.

There is nothing more reassur-

ing for readers everywhere than a writer who behaves in the manner expected. Tales of Evelyn Waugh's rudeness now seem to be more popular than his novels. For instance, when entertaining the producers of the *Face to Face* television programme at Combe Florey, he brilliantly put them off their case by serving fresh strawberries with the stalks on, smothered in cream, without spoons or forks. This, he correctly surmised, amounted to an insuperable challenge to even the most devoted student of etiquette.

Other novelists have reflected the tone of their novels in other ways. Siegfried Sassoon recalled the great Ronald Firbank



CRAIG BROWN

to tea in Oxford, and desperately tried to get him to talk about literature. Eventually Firbank, silent until then, powdered and nervous, ignoring all offers of crumpets, announced, "I adore

italics, don't you?", after which, recorded Sassoon, "As a gesture of politeness, he slowly absorbed a single grape."

In my own limited experience, I have found most novelists only too happy to conform to one's idea of them. I once glimpsed Graham Greene while I was making a telephone call at the Ritz. I raced after him through the side door with a view to trailing him, but could see him nowhere. He had vanished, in the approved manner of one of his heroes. My single meeting with Anthony Burgess was largely devoted to his telling me about autophagy, the delicate art of eating oneself, and he spent some

time calculating how long a skilled surgeon stranded on a desert island could survive with nothing but himself and his medical equipment to satisfy his peckishness.

Having invited myself to stay in Ireland with the comic novelist J.P. Donleavy, I was in bed reading his humorous etiquette book, *The Unexpurgated Code*, and came to a section entitled "Upon Shortening a Guest's Stay in a Country House" which lists new tasks for each fresh day in an ascending scale of awfulness. Under "Overnight Stay" came "Weeding in the Rose Gardens". At breakfast, Donleavy asked whether I would mind awfully

doing a spot of weeding — in the rose gardens.

In future, publishers should insist that their writers take a course at drama school before appearing in public. Book sales can be harmed grievously if it is discovered that the carmageddon syllabic, the thriller writer a nervous wreck, the master of sci-fi a stay-at-home, the bodice-ripper a shrinking violet.

But some writers, however famous, will always refuse to conform. Which poet, after all, began an autobiographical reminiscence with the sentence, "The happiest day of my life was the day I won the school steepchase, two and a half miles across the elderly Lord Alfred Douglas. Such a revelation from someone of his reputation can only be described as shocking."



1 Pennington Street, London E1 9XN Telephone: 01-782 5000

## STILL ON GUARD

When the Lithuanian President, Mr Vytautas Landsbergis, reproached the West in broken but eloquent English yesterday, many who heard him must have blushed with shame. Others may denounce Mr Landsbergis and his country for selfish impatience; not a few must fear that Lithuania may have lifted Mr Gorbachov's mask. As tension in the Baltic states shows no sign of abating, unease is spreading through the governments of Europe and America. The crisis is a timely warning to the West not to drop its guard.

There is no excuse for surprise. The occupation of the Communist Party's buildings in Vilnius and the brutal seizure of young conscientious objectors by Soviet paratroopers followed immediately President Gorbachov's refusal, in conversation with Senator Kennedy on Monday, to exclude the use of force "if lives were threatened". This was one of the less intransigent remarks of a Soviet leadership that has recently reverted to traditional Kremlin code.

Diplomatic activity between Moscow and Washington is intense but, so far, inconclusive. The European Community is tamely allowing the United States to take the lead; but the State Department is almost as cautious. Messrs Baker and Shevardnadze are still due to meet next week, while a Bush-Gorbachov June summit is still the prime event in the Washington summer.

Meanwhile the vice is closing on the Baltic states. Alongside displays of brute force, Moscow is playing on the sense of isolation felt in Vilnius. Soviet leaflets scattered over Lithuania mock the population's high hopes of international solidarity, taunting: "Where is the promised recognition of Lithuania's sovereignty by the world?"

Has the West been weighed and found wanting? The outbreak of self-congratulation which followed the liberation of Eastern Europe may with hindsight come to resemble Belshazzar's feast. If Britain wishes to escape the fate of Babylon, the Government should at least take account of Lithuania's lessons in the Defence White Paper, due to be published next

week. The so-called peace dividend, much heralded in recent months, now looks as though it will have to be ploughed back into the firm. That is not to deny that considerable savings can and should be made. There is never a bad time to review the functions of Nato land forces in central Europe, including the British Army of the Rhine. Now remains a good one.

A new generation of land-based short-range nuclear weapons may be superfluous. So too may the new battle tank. British troop levels in Germany may be reduced by about one brigade in accordance with the forthcoming treaty on conventional forces in Europe. Capital-intensive joint projects like the European Fighter Aircraft may have to be cancelled, because a united Germany will be short of cash and under strong domestic pressure to disarm. Herr Kohl's Government is already cutting the Bundeswehr's combat strength by one fifth.

Yet despite all this, the continuing need for effective strategic deterrence has never been more clearly demonstrated. Suggestions that Britain might reduce the four Trident nuclear submarines to three — thereby risking the possibility that none of them might be on patrol in a sudden crisis — should be questioned. If a nuclear deterrent is worth having at all, it must be permanently available.

The Soviet forces are still deploying ever more sophisticated technologies and strategies. There is little evidence so far that the past priority given to unambiguously offensive formations, such as the *spetsnaz* special purpose units, has shifted to defensive forces, as Mr Gorbachov has often promised.

This is not a time for hawkish gestures, which might be misinterpreted in Moscow. The West is still right in giving Mr Gorbachov the benefit of the doubt as a sincere reformer of one of modern history's most odious dictatorships. Such reform was never going to be easy or quick. But it would not be right to relax Britain's and Nato's guard until the likely course of events inside the Soviet Union has become clear.

## GREEN IS MY FACTORY

The clearest sign that the environment has moved from the fringe to the mainstream of European politics is the relative decline of "green" political parties. As environmental stewardship has become a standard item in the political wardrobe, the main parties have stolen the minor parties' clothes, a thoroughly healthy paradox.

The difficult task now begins of translating worthy clichés such as "sustainable development" into business. Mr Christopher Patten yesterday indicated his enthusiasm for "green accounting", which treats man-made and "natural" capital as measurable assets and prices the environment accordingly. He has appointed its principal British advocate, Professor David Pearce, as his special adviser. Because green accounting works through and with markets to make consumption and production more environmentally benign, the concept is considered tailor-made for Conservatives. Given the present state of the opinion polls, it had better be tailor-made for everybody else as well.

In political terms, this involves striking a balance between regulation, incentives (including differential taxation) and reliance on the enlightened self-interest of the marketplace. Carried to its logical conclusion, green accounting would involve a huge legislative programme and small armies of assessors and regulators, goading and cajoling the free market into realizing the long-term self-interest of global awareness.

A shorter, and less centralist, way forward is for individual companies to adopt the related concept of the "green audit". Here, companies subject themselves to examination by a range of criteria, including the ecological acceptability of their products, the rising difficulty and costs of waste disposal, energy efficiency and sensitivity to legislative trends at national and European Community levels. Such audits are also intended to make businessmen and their employees more conscious of the external costs their behaviour imposes on the community, on the reasonable assumption that awareness is the first step to correction. Businessmen are

motivated not just by Mammon, marketing and the clamour of shareholders, but by pride in their products or services and a desire to do well by the community.

That said, green auditing means trade-offs. The infant science has already spawned such inelegant acronyms as BATNEEC ("best available technology not entailing excessive cost") and BPEO ("best practicable environmental option"). Such concepts will not satisfy dark greens, but they represent a commitment to look closely at the cost-benefit ratios of energy efficiency, waste recycling, and switches to renewable sources of materials.

The value of green auditing, Mr Patten rightly pointed out, is "directly proportionate to the strength of the company's positive commitment to the outcome". To be effective, it has to be regular, independent, open to public scrutiny, and used not just as a set of technical standards but as a serious management tool. Nor will such audit pass muster unless it applies from "cradle to grave", green in choice (and mix) of materials, manufacturing processes, packaging and suitability for recycling. Mr Patten's promise to introduce a green labelling scheme for environmentally benign products by the end of 1991 should focus everybody's attention on these principles.

British industry still tends to be reactive, even negative, in this matter. There are green worlds to conquer out there, for instance a market in pollution abatement and green technology already worth an estimated £100 billion. The minister warned his audience of industrialists that Britain, while providing world-class environmental consultants, is losing market share in products.

Even on the home front, there is money to be made from the treatment and recycling of waste, from energy-conserving technology and the development of environmentally friendly materials — as the highly competitive food industry is already discovering. Green auditing is a necessary, but not a sufficient, marketplace innovation.

## SPOTLIGHT ON DISABILITY

Britain won a respectable share of Oscars in Los Angeles this week including those for the best film actor, Mr Daniel Day-Lewis, and best actress Miss Jessica Tandy, who, though now a citizen of the United States, was born in London 80 years ago. All those who left clutching golden statuettes should be congratulated on their triumph. It is gratifying for the arts in Britain and Ireland that so many awards have once more crossed the Atlantic.

The most remarkable achievement, however, was that of Mr Day-Lewis who played the late Mr Christy Brown, the paralysed Dublin writer, in the film directed in Ireland *My Left Foot*. The actor spent months copying Christy Brown who, though able to control only his left foot, learnt to type and paint with conspicuous success. He follows Mr John Hurt in *The Elephant Man* and Mr Dustin Hoffman in *Rain Man*, who also portrayed disability on the screen with dignity and compassion.

That has not allowed the film to escape criticism. Speaking before the Oscar announcement, the actor Mr Nabil Shaban, who is himself confined to a wheelchair, complained in a radio interview this week that a disabled man should have played the leading role.

The actors' union Equity opened a register of disabled actors and actresses two years ago. It now contains more than 90 names which Equity, very properly, tries to bring to the notice of all casting directors. They include actors who are blind or partially-sighted and those who suffer from multiple sclerosis or cerebral palsy. Some have struggled against disability since birth while others have been more recently afflicted. All are fighting to make a career for themselves in a profession which is

notoriously overcrowded. Of the 40,000 people on Equity's books, 80 per cent are unemployed at any one time.

Many must have been inspired by the totally deaf actress, Miss Elizabeth Quenn, who was named actress of the year in 1981 for her part in *Children of a Lesser God* and went on to play, less successfully, *Hedda Gabler*. Another minority group, black or Asian actors and actresses, of whom there are nearly 1,000 in Britain, is increasingly winning parts on stage or screen.

*Ma Rainey's Black Bottom* which opened at the National Theatre last October showed a troupe of them in magnificent form. More roles are being written for such actors, as scriptwriters reflect the changing British scene. Shakespearean producers, moreover, are now turning to black actors for Othello.

It is hard to make a convincing case, however, for policies of precision casting at all times. Actors make their living by playing other people, of varying colour, character and creed. Few could fault the playing of Gandhi by Ben Kingsley — though that casting too had its critics at the time. To carry the case to ludicrous conclusions, one would not feel obliged to hire a criminal to act the part of a gangster or mass murderer.

The economics of the cinema or theatre are such that few directors can take risks. They have to choose the best player for each part. They should be encouraged to consider the disabled — and all other minorities who might feel disadvantaged — because the person they seek might be among them. In the case of *My Left Foot*, the Oscar judgement suggests that the casting director made a shrewd choice.

## Barriers to growth in the economy

From Mr Peter Fells

Sir, There is no great mystery about the cause of Britain's poor post-war economic performance (Mr Jay's article in your March 22 issue). It is only too typical of economies plagued by restrictive labour practices, which stifle economic growth in three ways.

First, there is a reduction of efficiency through misallocation of resources. Secondly, management attention is preoccupied with the circumvention of "Spanish practices" to the detriment of productivity improvement. Thirdly, the rate of wage increase (the "going rate") becomes excessive at much lower levels of unemployment than in a free market, so the government of the day is obliged to shunt policy uncomfortably between the creation of unacceptably high unemployment to quell inflation and unacceptably high level of inflation associated with "full employment".

Faced with this dilemma, most post-war British governments have resorted to appeasement (known more politely as "incomes policy"). Attacking symptoms rather than causes, this approach codifies rigidities and comes perilously close to the infringement of individual liberties associated with a corporatist state; it offers in any event only a temporary palliative.

The other approach is, first, to provide a legal and security framework within which union power can be contained; and secondly, to mitigate the resultant consequences, ranging from inconvenience through emotional blackmail to violence, to which major disputes will give rise. Each confrontation will generate its own mix of challenges, which the authorities must carefully prepare to meet.

To its credit the Thatcher Government provided the framework for management to "take on" the notoriously restrictive coal miners' and print workers' unions. Subsequently both industries have recorded startling increases in productivity. Unfortunately, the same Government's resolution filtered during last year's rail strikes; inconvenience for the London commuter was apparently less tolerable than violence and extreme hardship in the coalfields. We are now reaping the consequences.

Yours faithfully,  
PETER FELLS,  
Nether House,  
75 Storth Lane,  
Sheffield, Yorkshire.  
March 23.

Labour leaders will not earn the respect of voters if they continue deliberately to obfuscate this issue. Mr Kinnoch, for example, claims that high interest rates cause inflation. Does he really believe that? Most people know from their own experience that they choose off demand for credit and encourage saving.

Yours faithfully,  
STEPHEN GARVIN,  
Little Brickelhurst,  
Stonage,  
Wadhurst, East Sussex.  
March 24.

## Embryo research

From Dr I. E. Lush

Sir, I found one argument in Cardinal Hume's article (March 16) rather hard to understand. Referring to fertilised eggs which fail to develop, he wrote, "Nature's prodigality provides no moral justification for a human decision to destroy".

It is true that as many as 40 per cent of fertilised eggs fail to complete the early stages of pregnancy, but it is misleading to describe this as prodigality. In fact, it is nature's way of selectively eliminating most of those conceptions which are chromosomally abnormal — for example those with trisomy-21 (Down's Syndrome). But presumably Cardinal Hume considers these embryos to be as fully human as an embryo with normal chromosomes.

Yours sincerely,  
I. E. LUSH,  
University College London,  
The Galton Laboratory,  
Department of Genetics  
and Biometry,  
Wolfson House,  
4 Stephenson Way, NW1.

## Teaching of science

From Dr Josephine Peach

Sir, So, the Department of Education and Science (report, March 24) is to pay £2.2 million to Saatchi and Saatchi to recruit students, especially in mathematics and the sciences, into teaching. At the same time, the Secretary of State for Education and Science is considering stopping the three sciences option under the National Curriculum, so that no new science teacher will be able to teach his or her chosen subject at GCSE level — surely a deterrent for this recruitment drive.

Would it not be sensible to leave the three-science option open? It would encourage graduates to take up teaching, keep the brightest of our young scientists challenged and interested, and might even save money on a future advertising campaign.

Yours faithfully,  
JOSEPHINE PEACH,  
Somerville College,  
Oxford.  
March 26.

## God and Mammon

From the Archdeacon of West Ham

Sir, Clifford Longley writes (article, March 17) "of real questions vital to real people" in his request to the Archbishop of Canterbury for a Faith in the City report. In Docklands real questions vital to real people are being asked by the residents of Wapping, Isle of Dogs, Custom House and Surrey Docks about the massive City business and commercial developments in their communities which are blurring the boundary between the City and London's East End.

Because of this the London Churches Docklands' Group is preparing a pastoral material for discussion groups in their churches to reflect on the economy and the Christian faith and the Bible. These groups will set one agenda for a series of seminars we are organizing in Lent, 1991, for City businessmen, bankers, developers, etc., on the theme, "City of God or City of Mammon?"

From Mr Paul Derrick

Sir, Peter Jay should realise that the main reason for recurrent inflation in the post-war years is the problem of devising an incomes policy which will be accepted as applying fairly to all incomes.

As the National Economic Development Council said in April, 1983, "a policy for prices and money incomes can only succeed if those concerned are convinced that restraint by one section of the community will not merely result in gains by other sections".

That is to say the incomes problem cannot be solved unless the ownership question is tackled. The Labour Party talks about "common ownership", the Liberal Party about co-ownership and the Conservatives about partnership in industry and a property-owning democracy. But they do not discuss the system of industrial ownership which will ensure a fair distribution of company earnings.

Yours faithfully,  
PAUL DERRICK,  
Robert Owen Association,  
30 Wandsworth Bridge Road, SW8.  
March 22.

From Mr Stephen Garvin

Sir, The word "inflation" is freely bandied about as if its meaning was any rise in prices, whether resulting from the law of supply and demand, or from a rise in interest rates or excise duties, or from transferring the cost of water, electricity, rail transport etc., from the tax-payer to consumers and users. The retail price index lends a spurious sanction to this practice.

However, such price rises are not in themselves inflationary, nor do they have any bearing on the problem of inflation. Properly understood, inflation is a sustained and progressive increase in the quantity of money in proportion to buying power: it is a monetary problem and it can only be caused, as it can only be cured, by the currency-issuing authority, which in Britain is the Government.

Labour leaders will not earn the respect of voters if they continue deliberately to obfuscate this issue. Mr Kinnoch, for example, claims that high interest rates cause inflation. Does he really believe that? Most people know from their own experience that they choose off demand for credit and encourage saving.

Yours faithfully,  
STEPHEN GARVIN,  
Little Brickelhurst,  
Stonage,  
Wadhurst, East Sussex.  
March 24.

I would like to have the Cardinal's answer to the following question. Suppose two new drugs were discovered. Drug A enhanced the efficiency of the natural mechanism for the elimination of abnormal embryos, thus ensuring that no more Down's Syndrome babies were born. Drug B reduced the efficiency of the elimination process, with the result that three times the present incidence of Down's babies were born. Which drug would he recommend should be used?

Yours sincerely,  
I. E. LUSH,  
University College London,  
The Galton Laboratory,  
Department of Genetics  
and Biometry,  
Wolfson House,  
4 Stephenson Way, NW1.

W. P. in 1766, amongst others, carved his initials on the barn wall in my garden here. What he would have made of modern farming methods I cannot tell, but I am sure if W. P. returned today, he would have difficulty in finding his way across the rolling wheat fields to the village pub.

Some of our readers who live on farms or amongst farm buildings, probably have much earlier initials and dates and it would be interesting to know the earliest recorded initials and date which are still legible.

Yours faithfully,  
ROBERT REEVES,  
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Melksham, Wiltshire.  
March 21.

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## Disadvantages of electric cars

From Mr H. J. C. Weighell

Sir, Today's *Times* (March 20) shows a picture of Mr Cecil Parkinson being wooed by General Motors to praise the electric car. Little attention has been paid to electric cars' disadvantages. They have two virtues: they are quiet and do not emit carbon dioxide or other well-known pollutants. Like the electric milk float, these features should endear them to residents of busy streets. Their less desirable features are many.

Electric cars run on electricity produced in power stations, mostly generated from fossil fuels or nuclear energy, whose emissions are no more acceptable than those from internal combustion-engined road vehicles.

Furthermore, much more fuel would have to be burned at the power station for the same amount of useful work on the road, since the overall system efficiency is much lower. Internal combustion-engined vehicles typically turn 25 per cent to 30 per cent of the energy in petrol into useful work on the road. The GM claim of "running efficiency of about 94 per cent" does not include the substantial losses incurred elsewhere.

Fossil-fuelled power stations run at a ca. 33 per cent efficiency converting fuel to electrical power. Before this power can be used on the road some is lost in line transmission to the charging point, more in charging and storage losses in the batteries, more still in the motor and controls and still more in the mechanical transmission and rolling resistance of the heavier electric car.

We must also consider how the remaining energy is used. The

## Poll tax disquiet

From Sir Malby Crofton

Sir, The Government must have realised by now that, if both it and the poll tax are to survive, the latter requires radical reform. The case against the tax is that it is regressive and hence unfair; its merits are clarity and accountability. The Government has to minimise the one and maximise the other.

First, the rate of charge is far too high. There is at least an arguable case for a universal flat-rate charge for some local services — for example, cleaning, lighting, refuse, roads, even police and fire — if the rate is low enough. It is the major social services of education and community care which, even at only 25 per cent of total cost, are largely inappropriate for regressive taxation.

I suggest, therefore, that the target charge for 1990-91 is set at no more than £200; and that the salaries of teachers and social workers (on a fixed establishment) be reimbursed to each authority on application. The main cost of these services would therefore be excluded from the local charge, leaving the school buildings, equipment, homes, etc., only within it.

Second, charge-capping, which

is a counsel of despair and panic, should be abandoned. The problem of profligacy should be tackled from the other end — i.e., by introducing an efficiency grant to be passed on to charge-payers as a separate item deductible from the poll tax demand — and clearly shown as such on the demand note.

This grant would be related directly to the standard spending assessment; the nearer the charge to the SSA, the more the grant. In this way the efficiency grant would become a lever to jack the average charge downwards in a virtuous circle, and would point up the profligate or incompetent councils.

Some authorities might even be able to get their net payable charge below £100, thus extending the spread between the "goodies" and the "baddies".

The SSAs themselves are riddled with anomalies. I suggest that the district auditor service be extended and strengthened, in order to determine each SSA individually each year using the department's guidelines and in consultation with each authority.

Yours faithfully,  
MALBY CROFTON,  
12 Cainsness Road, W14.  
March 22.

## Writing on the wall

From Dr R. W. K. Reeves

Sir, The farm workers on Paul Heiney's farm (Review, March 17) neatly carved their initials on the barn wall, the earliest being A. J. P. who inscribed his in 1867. How long has this practice been known to exist?

W. P. in 1766, amongst others, carved his initials on the barn wall in my garden here. What he would have made of modern farming methods I cannot tell, but I am sure if W. P. returned today, he would have difficulty in finding his way across the rolling wheat fields to the village pub.

Some of our readers who live on farms or amongst farm buildings, probably have much earlier initials and dates and it would be interesting to know the earliest recorded initials and date which are still legible.

Yours faithfully,  
ROBERT REEVES,  
Little Chalford,  
Melksham, Wiltshire.  
March 21.

## Nursing home aid

From Mr R. G. Morgan

Sir, You report (March 19) that the Government is considering paying an allowance of £100 a week to encourage families to care for the old and disabled at home rather than raise income-support levels for those in residential and nursing homes.

An allowance for carers is overdue and much to be applauded, but it cannot cover the needs of those who simply have to be in nursing home accommodation.

To quote just one real case — a lady of 93, bedridden and needing 24-hour skilled care, which she is receiving in a nursing home at some £75 a week above the Government's maximum figure.

In a few months' time her capital will be exhausted. She had four children, one of whom is dead, and the other three are all themselves pensioners and into the middle sixties.

Yours faithfully,  
R. G. MORGAN,  
73 Brangwyn Drive,  
Brighton, Sussex.  
March 22.

Letters to the Editor should carry a daytime telephone number. They may be sent to a fax number. (01)782 5046.

## Into the blue yonder

From Mr Christopher Kaye

Sir, Should we take the formation of a giant "T" which you report (March 26) the Red Arrows will be introducing this summer as the first welcome sign of imagination and a much needed improvement in the Conservative's presentation?

If so, the airman will have to be careful to fly straight and level; as deviation to left or right would be misunderstood, a steep upwards climb might never end and a dive might be disastrous. Yours faithfully, CHRISTOPHER KAYE, The Brook Cottage, West Kingston, Chippingham, Wiltshire. March 26.

## OBITUARIES

## MORDECAI GORELIK

Style, expression and function in stage design

MORDECAI Gorelik, the distinguished American stage designer and theatre scholar, particularly associated with the Group Theatre in the 1930s, died on March 7, aged 90, in Sarasota, Florida.

His austere hospital sets contributed greatly to the impact of Sidney Kingsley's *Men in White* (1933), the Group's first popular success. Among other plays, he designed Clifford Odets's *Golden Boy* (1937), Robert Ardrey's *Casey Jones* (1938) — his stylized locomotive engine stole all the notices — and *Thunder Rock* (1939).

Gorelik played an important part in advocating Bertolt Brecht's theories to a hostile America, expanding them — along with much else — in his important book *New Theatres For Old* (1940). He wrote, directed, and latterly spent much time teaching in 1960 Southern Illinois University appointed him research professor in theatre.

Max Gorelik — as he was known to his colleagues — was

not the most tractable of men. He regularly harangued the Group Theatre directors for ignoring their left-wing beliefs and exploiting the workers and Gorelik in particular. Yet his gifts were exceptional and widely appreciated. Fully in touch with Constructivism and other aspects of the Continental avant-garde, he always ensured his set designs were expressive and functional, never distorting the play's intentions.

Gorelik possessed fifty years of experience. Harold Clurman once instructed him to give the dentist's office in Odets's *Rocket to the Moon* the claustrophobic feeling of a womb. "Do you understand, Max, a womb?" "Well, I was there once," Gorelik replied, "but I didn't take any notes."

Mordecai Gorelik was born on August 25, 1899, in Minsk, Russia; his family emigrated during his early childhood. By 1920, he was employed backstage at the Provincetown Playhouse in New York — a focal point for America's

bourgeois new drama. Success came with the Theatre Guild and New Playwrights Theatre, where he created modernist sets for adventurous plays by John Howard Lawson and John Dos Passos.

In the early 1930s Gorelik helped form the defiantly leftist acting group Theatre Collective, and continued to absorb advanced European stage practices, gathering information for *New Theatres For Old* on research trips funded by the Guggenheim Foundation.

He befriended Brecht in 1935 after designing sets for the Theatre Union's unhappy New York production of *Mother* (an adaptation of Gorki's novel of that name which Brecht had written as *Die Mutter*, in collaboration with G. Weisenborn, in 1931). It was a fruitful but volatile relationship. During one heated quarrel about the dramatic virtues of empathy, climaxes and suspense (Brecht was for, Gorelik against), Brecht threatened to throw his

friend out of the window. But the storm passed by the following year, 1945, they were collaborating (albeit not on *Nothing But The Best*, a play about American workers).

During the Second World War Gorelik briefly worked for RKO in Hollywood, designing sets for Odets's directing debut *None But The Lonely Heart* (1944).

But Gorelik's poetic realism clashed with the studio's customary style of prosaic opulence; he found happier times in Los Angeles designing and directing at the Actors' Laboratory Theatre.

Back on Broadway, Gorelik designed sets for Arthur Miller's first significant success *All My Sons* (1947), Odets's *The Flowering Peach* (1954) and Michael V. Gazzo's *A Half of Rain* (1955).

After 1960 most of his work was for regional and university theatres.

He is survived by his wife, one daughter and a son.

## MAURICE FLEURET

Promoting contemporary music

MAURICE Fleuret, the French music critic and administrator, died in Paris on March 22 aged 57. A man of intense enthusiasm and flair, he devoted himself with particular energy to new music, and saw it as his role not only to observe but actively to encourage and popularize the works of his contemporaries.

Fleuret used his opportunities as a festival organizer to promote the music of Stockhausen, Boulez, Berio and others. Xenakis was a special passion: he wrote two books on the composer.

He was born on June 22, 1932, in La Tardieu, Loire, and studied at the Paris Conservatoire (1952-6), where Messiaen was one of his teachers. He then embarked on a career as lecturer (for the Jeunesses Musicales) and critic, writing for various periodicals before his appointment to *France Observateur* (later the *Nouvel Observateur*) in 1960.

The weekly was his principal forum for more than 20 years, and there he established his reputation as a lucid explainer of new compositional ideas, a flamboyant stylist and a relentless propagandist.

His zeal went as well into continued exercises in self-education, taking him on journeys into Africa, Asia and Latin America; his appetite for new experience seemed boundless, and as practical mementoes he assembled a large collection of musical instruments. He also set up home in Marrakesh.

His first festival enterprise was the Journées de Musique Contemporaine de Paris, 1962.

A correspondent writes:

There were two points missing in the fine obituary of Jim Ede (March 17).

Music plays a large part in the life of Kettle's Yard. After the formal opening of the new extension, there was a concert given by the late Jacqueline du Pré and Daniel Barenboim. On most Thursdays in term, there is a concert; a particular feature has been the promotion of promising young performers.

Secondly, I might mention *A Way of Life*, that wonderful account by Jim of Kettle's Yard, done in his late twenties; the book is an extraordinary amalgam of text and photographs.

He left government service in September, 1986, and devoted his efforts thereafter to the Mahler Library, the largest private musical library in France, which he founded with Henry-Louis de la Grange. Not least among his holdings are his own archives of correspondence with many of the outstanding composers of his time.

## JIM EDE

There is a concert; a particular feature has been the promotion of promising young performers.

Secondly, I might mention *A Way of Life*, that wonderful account by Jim of Kettle's Yard, done in his late twenties; the book is an extraordinary amalgam of text and photographs.

## CANON D. W. GUNDRY

Churchman with the skills of journalist and teacher



CANON Dudley Gundry who died in Leicester on March 24, aged 73, was a priest who never had a parish of his own; and he saw one of the vital roles of his ministry as that of communicator.

Gundry was always searching for platforms from which to use his skill, whether he was teaching, preaching, writing an academic textbook, editing a cathedral quarterly or talking to journalists. He was for eight years Church Affairs Correspondent of *The Daily Telegraph*.

He was a powerful figure of a Cornishman who, even with a pacemaker, walked like a guard's officer. His friends and many of his colleagues will believe he did not go as far as he should have done in his beloved Church of England.

Dudley William Gundry was born on June 4, 1916. He took his BD and his MTh at

King's College London, and after serving St Matthew's, Surbiton, as Curate was the first lecturer in the history of religions at the University College of North Wales, Bangor, where he went on to become Dean of Faculty.

In the early 1960s he moved to Nigeria for three years as Professor and Head of Theology at Ibadan University College. His next move was to Leicester Cathedral as Canon Chancellor and, for a while, Rural Dean conjuring with the problems of 43 city parishes while still managing a powerful voice on General Synod.

He was a conservative in ecclesiastical and liturgical matters but liberal in theology.

He was founder secretary of the British section of the International Association for the History of Religions.

He was a bachelor.

## Appointments in the Forces

**Royal Navy**  
CAPTAIN R. D. Parnham - to be Cdr HMSO 14.4.90. R. D. Parnham - to be Cdr HMSO 14.4.90. R. D. Parnham - to be Cdr HMSO 14.4.90.

**Royal Air Force**  
CAPTAIN R. D. Parnham - to be Cdr HMSO 14.4.90. R. D. Parnham - to be Cdr HMSO 14.4.90. R. D. Parnham - to be Cdr HMSO 14.4.90.

**Royal Army**  
CAPTAIN R. D. Parnham - to be Cdr HMSO 14.4.90. R. D. Parnham - to be Cdr HMSO 14.4.90. R. D. Parnham - to be Cdr HMSO 14.4.90.

SCIENCE REPORT  
Bacteria clean up oil slick

A NATURAL detergent from bacteria could limit the ecological damage from oil slicks, according to new research.

In the latest issue of *Bio-Technology* (vol 8, pp 228-230), a series of before-and-after pictures show how the bacterial detergent efficiently cleaned oily gravel from the beaches of Prince William Sound in Alaska, where the tanker Exxon Valdez ran aground last year, spilling 10 million gallons of crude oil into that pristine environment.

In the clean-up that followed, oil was washed from the rocks with jets of warm water from fire hoses. This was not very effective: warm water removes only a small proportion of oil, even after immersion in hot water for a minute or more. And because the cleaning operations took so long, much of the oil had congealed into a sticky, tarry mass by the time people got round to removing it.

The task was made even more difficult by the knowledge that more effective treatments existed, but could not be used for fear of making the pollution even worse.

Certain chemicals can be used to disperse oil slicks, but they are toxic and expensive, especially for dealing with a large slick in a small space, such as Prince William Sound. There are also novel genetically engineered or transgenic bacteria that can digest oil, but current regulations limiting the release of transgenic organisms into the environment makes their use somewhat academic.

But A. M. Chakrabarty, of the US Army Chemical Research, Development and Engineering Centre in Maryland has come to the rescue with a natural, non-toxic substance produced by perfectly normal bacteria.

Some strains of bacteria dine on hydrocarbons, and secrete a detergent to emulsify heavy oils that cannot dissolve in water unless broken up into droplets of microscopic size. The bacteria then get to work absorbing the emulsified oils. The researchers hope that the bacterial detergent could be used to emulsify oil in oil slicks, cleaning beaches to make them safe for wildlife.

The bacteria concerned are pseudomonads, members of this diverse family of microbes combine a reluctance to spread with a voracious appetite. These two attributes make them prime subjects for genetic experimentation with

## Dinners

**Monday Club**  
Mr Kenneth Baker, MP, was the guest of honour at the spring dinner of the Monday Club held last night at the Café Royal. Viscount Massereene and Ferrand, president, was in the chair and Mr David Storey, chairman, also spoke.

**United and Cecil Club**  
Sir Patrick Mayhew, QC, Attorney General, was the guest of honour and speaker at a dinner of the United and Cecil Club held last night at the House of Commons. Sir Marcus Fox, MP, chairman of the club, presided and Mr Jeffrey Bowall also spoke.

**Union Society of the City of Westminster**  
The Duke of Westminster, Patron of the Union Society of the City of Westminster, attended the final dinner of the 1989/90 season held last night at the Savoy Hotel. Mr Peter Purton, president, presided. General Sir Richard Vincent, Mr Steven Henriques, Mr Tony Minns and Mr Roger Dalton also spoke.

**Costumers' and Coach Harness Makers' Company**  
Mr G.A. Hepworth, Master of the Coachmakers' and Coach Harness Makers' Company, presented the Motor Car Centenary Bursary to Mr Giles Taylor at the Motor Industry dinner held last night at Drapers' Hall. Mr Keith Taylor, Mr Steve Norris, MP, and Sir John Egan also spoke.

**Kington Polytechnic**  
Kington Polytechnic last night hosted a dinner for Soviet and British designers at the Victoria and Albert Museum. Among those present were: Dr Robert Smith, CBE, Polytechnic Director; Dr Yuri Sazonov, President of the Soviet Society of Designers; Dr Vladimir Belousov, Director of the Soviet Research Institute of the Principal; Professor Vladimir Belousov, Director of the Soviet Research Institute of the Principal; Professor Vladimir Belousov, Director of the Soviet Research Institute of the Principal.

**To Professor Thomas Kemper**  
On Friday, March 23, a dinner was held at Henley Theatrical Management College to mark the occasion of the retirement of the Principal, Professor Thomas Kemper. Sir Denis Henderson, Chairman of the Court of Governors and members of the Court joined staff and friends in wishing Professor and Mrs Kemper well and in presenting gifts of appreciation. The conferment of the title of Emeritus Professor on Professor Kemper was announced at the dinner.

**Receptions**  
Eximious  
Mrs John Louis and her Directors of Eximious were hosts at a reception last night at 52 Jermyn Street, London SW1, to celebrate the opening of Eximious. Many distinguished guests and friends were present.

**Lewis Briggs International**  
The Partners of Lewis Briggs International entertained guests to a reception at Christie's, James's, London, yesterday evening.

## Anniversaries

**BIRTHS:** Raphael, Urbino, Italy, 1483; Saint Teresa of Avila, Avila, Spain, 1515; Johannes Comenius, educator, Nijmegen, Czechoslovakia, 1592; George I, reigned 1714-27; Osmarbrück, Germany, 1660; Thomas Clarkson, Abolitionist, Widdow, Cambridge, 1731; Maksim Gorky, novelist, Nizhny Novgorod, Russia, 1868; Corneille Heymans, physiologist, Nobel laureate 1938, Ghent, 1892; Dame Flora Burton, actress, South Shields, 1902.

**DEATHS:** Wenzel Hollar, engraver, London, 1677; Pes Woffington, actress, London, 1760; William Thornton, architect, Washington, 1828; Modest Mussorgsky, composer, Leningrad, 1881; Virginia Woolf, Rodwell, Sussex, 1941; Sergei Rachmaninoff, composer and pianist, Beverly Hills, California, 1943; Stephen Leacock, economist and humorist, writer, Toronto, 1944; Dwight Eisenhower, general, 34th president of the USA, 1953-61, Washington, 1969; Marc Chagall, painter, 1894.

The Crimean War began, 1854. The Spanish Civil War ended, 1939. The last German V rocket landed in Britain, 1945.

## Appeal for Blitz firemen

THE GUILD of Firefighters has launched a £50,000 appeal to erect a memorial to the 500 London firemen killed during the Blitz. An 8ft high bronze is planned for a central London site, yet to be chosen. Donations can be made to any branch of Lloyd's Bank, account number 7028352.

## Wrekin College

**SCHOLARSHIPS awarded 1990**

Open Scholarship, Scott Brown, 1989. Open Scholarship, Scott Brown, 1989. Open Scholarship, Scott Brown, 1989.

## COURT CIRCULAR

**BUCKINGHAM PALACE**  
March 27: The Queen held an investiture at Buckingham Palace this morning.

The Right Hon Margaret Thatcher, MP, Prime Minister and First Lord of the Treasury had an audience of Her Majesty this evening.

The Hon Mary Morrison has succeeded the Lady Susan Hussey as Lady in Waiting to the Queen.

## CLARENCE HOUSE

March 27: The Lady Elizabeth Basset has succeeded the Lady Angela Oswald as Lady-in-Waiting to Queen Elizabeth The Queen Mother.

## KENSINGTON PALACE

March 27: The Prince of Wales, President, International Council of United World Colleges.

## Forthcoming marriages

**Mr C.E.M. Dymoke and Miss K.J. Topham**  
The engagement is announced between Charles, youngest son of Lt Colonel and Mrs John Dymoke, of Scitelsby, Lincolnshire, and Kathryn, youngest daughter of Mr and Mrs Rex Topham, of Oxford, Kent.

**Mr J. Birkmyre and Miss L. Lyon**  
The engagement is announced between James, son of Mr and Mrs Archibald Birkmyre, of The Old Presbytery, Buckland, Oxfordshire, and Leslie, elder daughter of Dr and Mrs Richard Lyon, of Seal Beach, California.

**Mr O.D.R. Batt and Signorina M.C.L. Corazza**  
The engagement is announced between Oliver, elder son of Mr and Mrs Ronald Batt, of Highgate, London, and Mariachiara, daughter of Donato and Signorina M.G. Corazza, of Milan, Italy.

**Mr C.E.B. Carr and Miss J.R. Clemen**  
The engagement is announced between Charles, elder son of Major and Mrs Rex Carr, of Havstead, Suffolk, and Julia, younger daughter of Mr Maxwell Clemen, of Moreton in Marsh, Gloucestershire, and Mrs Rosemary Bell, of Boothby-Pagnell, Lincolnshire, and younger granddaughter of Mrs Jacqueline Clemen, of Moreton in Marsh, Gloucestershire.

**Mr G.M.C. Cordner and Miss C.M.A. Hanson**  
The engagement is announced between Grant, son of Mrs D.G.C. Cordner, of White Rock, Hastings, East Sussex, and Celia, younger daughter of Mr and Mrs Donald Hanson, of The Park of Drumquahassie, Dromoch, Strathgairne.

**Mr B.J. Fitzpatrick and Miss M.L. Collins**  
The engagement is announced between Barry John, son of Mr and Mrs Joseph Fitzpatrick, of Northolt, Middlesex, and Margaret Isabel, daughter of the late Mr Samuel Collins and of Mrs Kathleen Collins, of Wallington, Surrey.

**Mr J.F. Forsyth and Miss L.J. Kilgour**  
The engagement is announced between Julian Fraser, only son of Mr and Mrs Ian Forsyth, of Kingswood, Surrey, and Linda Jane, second daughter of Mr and Mrs Alexander Kilgour, of Aberdeen, Grampian.

## Memorial services

**Miss Elsie Mayer-Lissmann**  
THE PRINCE and Princess of Wales were represented by Mr Angus Stirling at a memorial service for Miss Elsie Mayer-Lissmann held yesterday at St Paul's, Covent Garden. The Very Rev David Elliott officiated.

Mr Jonathan Lewsey read the lesson and Mr Jeremy Isaacs, General Director of the Royal Opera House, read from *The Kaddish*. Mr Ken Davidson gave an address. Miss Anne Evans sang *Träume*, one of Richard Wagner's Wesendonk songs, accompanied by Mr Lionel Friend, piano.

**Sir John Wedgwood**  
A service of thanksgiving for the life of Sir John Wedgwood was held yesterday at St James's, Piccadilly.

The Rev Donald Reeves officiated. The Rev Dr Edward Carpenter and Mrs Ann Tiller, Community of Little Gidding, read prayers.

The Rev Charles Gordon Clark read from *Pilgrim's Progress* by John Bunyan. Sir Martin Wedgwood, son, read "Red Gold" by Rudyard Kipling. The Rev John Wedgwood from *The Marquis of Epsom* by Sir James Jeans, by permission of Lady Jeans. Mr Robin Reilly gave an address. The Right Rev Peter Walker pronounced the blessing. Among those present were:

## The Weavers' Company

**PRESENTATION OF Prize Scheme Awards**  
At a ceremony held at Saddlers' Hall, on March 27, the Upper Bell of the Weavers' Company, Mr R.D.N. Day, introduced Alderman Sir Peter Gadsden, GBE, who presented awards arising from the Company's Textile Prize Scheme to the following:

Young Weaver of the Year Award, 1989: Mr. [Name], Technology Award, 1989: Mr. [Name], Science Award, 1989: Mr. [Name], Art Award, 1989: Mr. [Name], Literature Award, 1989: Mr. [Name], Music Award, 1989: Mr. [Name], Sports Award, 1989: Mr. [Name], Other Award, 1989: Mr. [Name].

After the presentation, the prize-winners and representatives of textile organisations joined members of the Company for a reception and luncheon.

## Luncheons

**National Children's Home**  
Lord Murray of Epping Forest, Vice-Chairman and Treasurer of the National Children's Home, was host at a luncheon held yesterday in aid of NCH at the Travellers Club. Among others present were:

Miss Carmen Cahill, Mr R.W.E. Garton, Mr Greg Gorton, Mr Andy Harty, Mr John Harty, Mr John Harty.

**Luncheon Comment Club**  
Sir Crispin Tickell was the guest speaker at a Luncheon Comment Club luncheon held yesterday at the New Connaught Rooms. Mr Martin Barber, chairman, presided.

## Latest wills

**LADY** Luce, of Hambledon, Hampshire, diarist and widow of Sir William Luce, left estate valued at £80,759 net.

## The Chaplains' Conference

A CONFERENCE for School Chaplains entitled "Facing the Future" was held at University College, Oxford, on March 21-23. The main speakers were the Bishop of Oxford, Sir Peter Imbert, Jonathan Porritt, Angela Tilby and the Rev David Conner. The Chairman was the Revd Peter Hullah.

## Monmouth School

MONMOUTH School announces the following awards as a result of recent scholarship examinations.

**Foundation Scholarships**  
The School, Monmouth, 1989-1990. The School, Monmouth, 1989-1990. The School, Monmouth, 1989-1990.

## Appointments

Latest appointments include:

Dame Margaret Weston, formerly director of the Science Museum, to be Chairman of the Horne Public Museum and Public Park Trust, a new independent body to run the organization after the abolition of the Inner London Education Authority. Field Marshal Lord Bessell to be patron of the trust.



## THE ARTS

## History man from Chicago

Matt Wolf meets the rising American playwright John Logan

The 1959 film *Compulsion*, with Orson Welles in one of his most memorable roles, first put the Leopold and Henry Fonda was also to play the trial's celebrated defence attorney, Clarence Darrow, in a one-man show on stage and television. John Logan's West End play *Never the Sinner* considers the case anew. It refocuses attention on that night in May 1924 when two Chicago University students, Nathan Leopold and Richard Loeb, fractured the skull of Bobby Franks, a friend of Loeb's younger brother, before — so the story goes — returning home for a drink and a game of cards.

"What was it about these two rich, handsome, stylish, intellectual young men that would make them commit murder?" asks Logan, the 28-year-old Chicago dramatist making his West End debut with the play. "There's a myriad of answers, and I wanted myself to explore them. The relationship of Leopold and Loeb is

like a gem: you can hold it up, twist it in the light, and see different facets illuminated. Some are shocking and bright, and you want to hide your eyes; some are beguiling and intimate. The relationship just drew me in."

Logan wrote the play in 1983 in his last year at Northwestern University (near Chicago), where he studied theatre. "An incredible run of good luck," as he remembers it, allowed him access to primary source material, both in the University's special collection and at the Chicago Historical Association. Aided by volumes of trial transcripts and Leopold's letters written on his release from prison in 1958, Logan found a fresh angle on potentially over-familiar material.

"It came down to a question of what each one needed from their relationship, and how, given the right circumstances, anyone could be capable of going to such an extreme," he says of the play, which was seen in a 1987 London fringe production. "Leopold and Loeb are not evil; they are simply

subject to the forces of their universe."

Logan takes an interest in the past that is rare among young American dramatists, many of whom stick predictably close to home, adding to a genre that Benedict Nightingale has termed "diaper drama". Not Logan: "I have very little regard for anemic television theatre, for naturalistic, self-indulgent, sometimes autobiographical drama. To me the theatre is a place to explode, to make a direct connection with the audience." Public events, not the private specifics of his childhood, are his point of departure.

"Who would want to see a play about my life?" jokes Logan, the youngest of three children born to Protestant Belfast parents who moved to America in the 1950s. He calls history an "absolute passion", and his chosen terrain extends well beyond America. *Music from a Locked Room* (1989), his favourite among his own plays, cloaked a critique of Reagan-era complacency in a Noël Coward-like comedy of manners set at a London dinner party in 1939. His 1987 play *Snow* was a "gigantic, unproductively large" work about the Russian Revolution.

His present projects include a screenplay about Edith Piaf and two contrasting stage plays: one, a historical drama set in North Africa, the other a contemporary urban piece called *Scorched Earth*. Logan is one of several young writers to have emerged from the fever of theatrical activity in Chicago in the past few years. That has already led to visits to London by such companies as Steppenwolf and Wisdom Bridge. Apart from

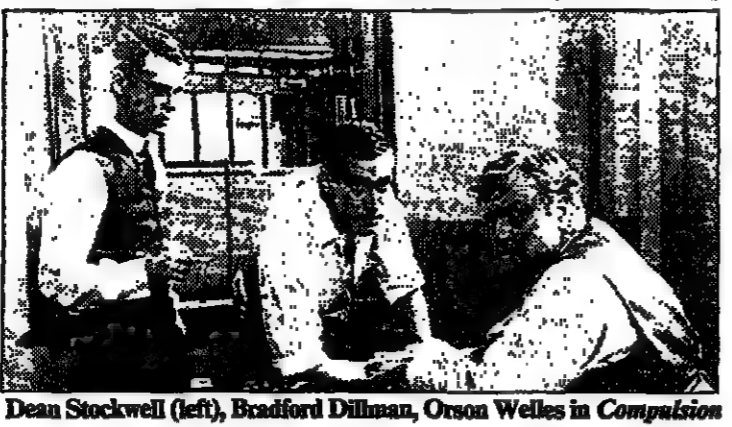


John Logan: he has "very little regard for... naturalistic drama"

an off-off-Broadway production of *Never the Sinner*, Logan has so far resisted the often dangerous magnet that is New York. "Manhattan does not have much appeal for me any more," says the playwright. "Every time I go back, I look at the

theatre, and I see commerce written in capital letters across practically everything."

● *Never the Sinner* is at the Playhouse, Northumberland Avenue, London WC2 (01-839 4401). Preview tonight, opening tomorrow.

Dean Stockwell (left), Bradford Dillman, Orson Welles in *Compulsion*

## Watch with Rentanexpert, or The Flying Pundit Service

THE idea of the flying doctor is a tried and trusted television formula. It was only a matter of time before it got transferred to the world of industry and high finance. Take an ailing toy firm such as Tri-ang, with an apparently old-fashioned management and an outdated plant, fly in whizzbang ex-ICI chairman Sir John Harvey-Jones to sort them out, and a new BBC 2 series called *Troubleshooter* is born.

The original series of that title dates back to 1965, was eventually retitled *Mogul*, and consisted

largely of people with cleft chins, like Ray Barrett and Geoffrey Keen, thumping desks. In real life, Sir John is a more cuddly figure who tells the camera what he is about to tell the next meeting, and then repeats it to the Chairman.

His message was that Tri-ang should clamber into the 20th century with all possible speed. The toy-makers looked suitably impressed, as though they would never have thought of that for themselves. They also had the worst of the dialogue. Lines such as "We have developed an attrac-

## TELEVISION

Sheridan Morley

tive new style of baby-walkers" would have been hard enough for Barrett or Keen to deliver, let alone a troubled factory manager faced with several cameras.

Series such as this used to go on the Open University after midnight, under titles such as *Industrial Reorganization*, part 47. The shift to prime time suggests either that the BBC thinks

we all need to get our toys together for the new decade or, more plausibly, that in Sir John they have found another of those natural camera stars who, like Arthur Negus and Barbara Woodhouse, can drift around the world as Rentanexpert, the person with the answers to problems you never thought you had. Talking of Negus, you should dig out the Tri-ang toys in your attic: they might well now have antique value.

The monumental Thames biography of Stalin (ITV) ended with the paranoid dictator imprisoning

his own family, and finally failing to trust even himself. The world became his enemy, chaos was all around, and the only mystery was how he escaped assassination.

In one sense, he may not have escaped it: his daughter Svetlana talked about the way doctors were kept away from Stalin at the end, presumably for fear that they might have been able to save him. His death was speeded by a government that had at last learnt to live without him — but in the concentration camps they still wept.

## Portrait of the victim

Andrew Gibbon Williams on the wasted years of David Scott, an artist betrayed by the grandiose historical vision of High Art



William Scott by David Scott

Encouraged by Sir Joshua Reynolds to believe that anything less than History Painting in the Grand Italian Manner was not worth the effort, a generation of British artists led careers that ended in disillusionment. After obligatory Roman sojourns, they returned to find that there was just no demand for highfalutin' historical work in Britain. But that did not stop them aspiring. One such was the Edinburgh artist David Scott (1806-49), a pathetic victim of the High Art cult and now the subject of an exhibition at the National Gallery of Scotland.

Mary Shelley would have appreciated Scott's family background. The son of the engraver Robert Scott, David grew up in a house called "Hermit and Termites" in an atmosphere of intense morbidity stemming from the early death of his four elder brothers. The result was a depressive personality, and it is this rather than the quality of his pictures that makes the National Gallery's exhibition so interesting. Here are all the pretentious ambitions and aesthetic uncertainties that characterized the work of would-be History Painters.

Too young to take the usual late-18th-century option of turning to portraiture, but too old to be bitten by the Pre-Raphaelite bug like his brother, the better-known William Bell Scott (pictured above in David's portrait), David searched for a style which would suit his grandiose vision, and for a purpose to which it could be put.

Probably the most ham-fisted picture in the show is one that belongs to the National Gallery. "The Traitor's Gate" is Scott at his doleful and bituminous worst: the Duke of Gloucester, accompanied by ghoulish boatmen, passes on his last journey through the harbour gate of Calais.

Homeric subjects were still in vogue in the 1830s, and Scott surpassed himself in an ecstatic, muscular, Michelangelo-esque "Philoctetes", on the rocky Lemnos promontory. Nudes are a

rarity in Scott's painting, which is a pity because his life-drawing was energetic and spirited, if not particularly exact. Several pencil drawings serve as a reminder that he was one of the founders of the Scottish capital's first Life Academy.

However, it was historical costume drama that he thought he should be doing, and his most exuberant essay in this genre still hangs in Trinity House, Leith. "Vasco da Gama Passing the Cape of Good Hope", a massive, heroic failure, is a tumultuous pyramid of figurative action, inspired by Gérard's famous "Raft of the Medusa". It is Scott at his most vainglorious.

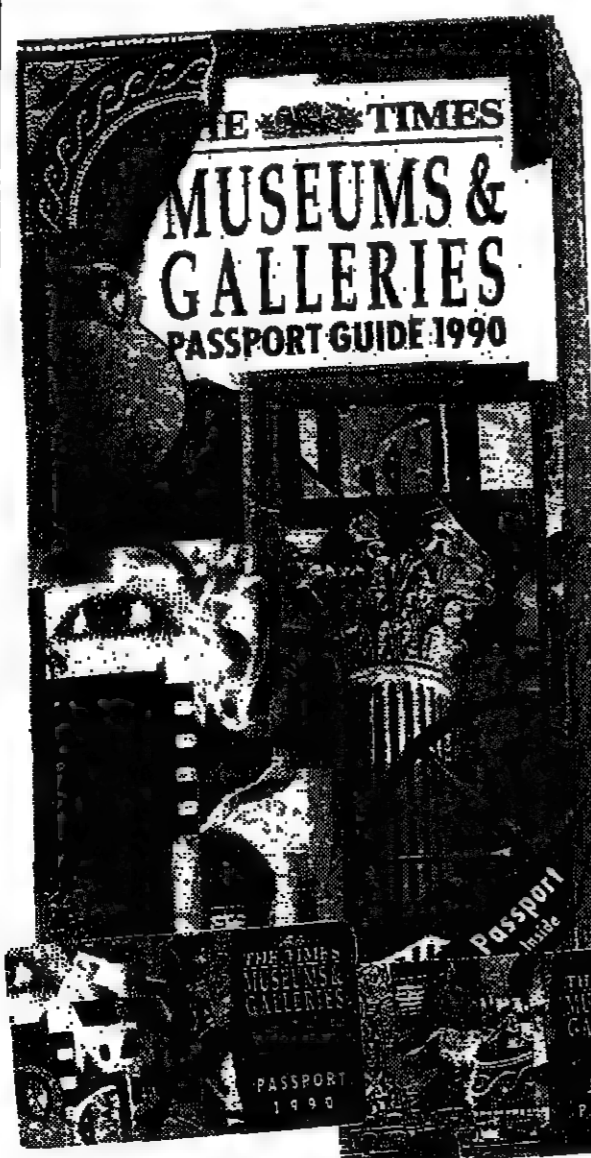
Scottish history was, of course, an obvious mine of subject matter. In 1842 he entered "William Wallace at the Battle of Stirling" in the mural competition for the new Houses of Parliament (perhaps a politically inept choice). Failure in the competition led Richard Dadd to insanity and Scott's friend Benjamin Robert Haydon to suicide. Scott simply became more melancholy.

As well as his life drawings, the exhibition contains further evidence that Scott's painting career was misguided: his prints are superb. Scott was the first illustrator of Coleridge's *Ancient Mariner*, and here in particular he was inspired. Ever eclectic, his linear Greek-vase drawing style was that of John Flaxman, while the imaginative spirit was that of William Blake. But the marriage is successful, and no subsequent attempt at the *Ancient Mariner* — neither Sir Joseph Noel Paton's nor Gustav Doré's — is more apposite. Scott should have stuck to his father's trade and left the grand designs to brighter spirits such as his compatriot William Dyce, the eventual decorator of Pugin's great Gothic Parliament.

● David Scott continues at the National Gallery of Scotland, The Mound, Edinburgh (031 5567 8921) until April 17.



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## THE ARTS

Geoff Brown on the 1990 Oscars, many of which went to small films and relatively unknown performers

## Independents have their day

As one Hollywood producer said: "Academy voters like British actors". He had been contacted by the show-business newspaper *Variety* last month in a survey of possible Oscar winners. In a competitive field, he picked out Daniel Day-Lewis for his performance in *My Left Foot* as the crippled Irish writer and painter Christy Brown.

So, on Monday night in Los Angeles, did the 4,700 voting members of the Academy of Motion Picture Arts and Sciences.

Many must have thought that Tom Cruise's name was the one in that famous envelope. *Born on the Fourth of July* was the film with the big publicity push, the nine Oscar nominations. Tom Cruise's

portrayal of the embittered paraplegic Vietnam veteran Ron Kovic showed fire and courage, a pin-up boy was making good.

But in the event, the British contender won. The small film conquered the Hollywood blockbuster, though *Born on the Fourth of July* did at least bag the Best Director prize for Oliver Stone.

It was not just a triumph for Daniel Day-Lewis. Brenda Fricker, who played Christy's hard-pressed mother, came away with the supporting actress Oscar, beating off glamorous opposition

such as Anjelica Huston and Lina Olin. They were both nominated for their parts in Paul Mazursky's *Enemies, A Love Story*, a bitter-sweet tale of a Holocaust survi-

vor's love life. The star-gazers of *Variety* had put Fricker nowhere.

So what does this tell us? First, of course, that *My Left Foot* is a marvellous film, marvellously played. Some of us knew this already, but now there are Oscars to prove it. Second, it proves there is life in our weary, ludicrously under-funded film industry yet. Provided that the material is distinctive, not some transatlantic mush, and the talent appropriate, we can still score both abroad and at home.

*My Left Foot*, directed in Ireland by Jim Sheridan (a theatre talent making his film debut), describes Christy Brown's painful struggles for self-expression. At seven years old, the boy—crippled from birth by cerebral

palsy—makes his first steps by drawing the letter A with chalk held in the toes of his left foot, the only part of his body over which he has any control. By the end this foot has painted one acclaimed canvas after another, and typed out an autobiography.

Day-Lewis may not always have demonstrated great depth in his parts, but the challenge of playing Christy Brown ignited a great performance. He swerves quixotically from impish humour to agonized self-pity; he copes magnificently with the huge physical demands, crawling down stairs, along floors; and he brings the character roaring to life without ever yanking ostentatiously at the heart-strings.

And by his side in the cramped Dublin terrace house is always Brenda Fricker, the ordinary mother in extraordinary circumstances, doggedly supporting her son's exertions. It was a pity that there was no Best Child Oscar: Hugh O'Connor would have been an obvious choice as the young, tortured Christy, scarcely able to talk.

Elsewhere in the Oscars, Kenneth Branagh understandably failed to snatch the Best Director prize for *Henry V* ("Interesting dark horse" opined *Variety*, ominously, in advance), though his film did win a statuette for

costume design. That was a bizarre choice, as Branagh's grey, downbeat visual interpretation of Shakespeare never spotlighted the costumes at all, in marked contrast to its forerunner, Laurence Olivier's version.

As for Jessica Tandy, who won the Best Actress Oscar for *Driving Miss Daisy*, one should not, perhaps, puff out the chest too patriotically. She has been based in America since the 1940s and took American citizenship in 1954, though it is certainly heartening to see an 80-year-old snatch a prize usually earmarked for Meryl Streep.

*Driving Miss Daisy* also took the Academy's jewel—the Best Film Oscar. Maybe *Born on the Fourth of July* was just too bad-tempered in its political attitudes to sway the Academy voters; maybe they thought that the four Oscars which Stone's previous Vietnam outing, *Platoon*, scooped up in 1987 were quite sufficient for one director working a single lifetime.

At any rate, the sweet, gentle adventures of Miss Daisy, the antediluvian Southern matron, and her black chauffeur (played by Morgan Freeman—a Best Actor contender) won the day: a triumph for good-natured, uplifting entertainment that leaves you with moist eyes and a rosy glow. *My Left Foot*, come to think of it, does much the same thing.



Winner: actress Jessica Tandy

## Academy of Motion Picture Arts and Sciences Awards 1990

**Picture:** *Driving Miss Daisy*  
**Actor:** Daniel Day-Lewis, *My Left Foot*  
**Actress:** Jessica Tandy, *Driving Miss Daisy*  
**Supporting Actor:** Dennis Washington, *Glory*  
**Supporting Actress:** Brenda Fricker, *My Left Foot*  
**Director:** Oliver Stone, *Born on the Fourth of July*  
**Original Screenplay:** Tom Schulman, *Dead Poets Society*  
**Adapted Screenplay:** Alfred Uhry, *Driving Miss Daisy*  
**Foreign Film:** *Chien Hsin*, Italy. Art Direction: *Batman*  
**Cinematography:** *Glory*. Costume Design: *Henry V*  
**Documentary Feature:** *Common Threads: Stories From the Quilt*  
**Documentary Short Subject:** *The Johnstown Flood*  
**Film Editing:** *Born on the Fourth of July*. Makeup: *Driving Miss Daisy*  
**Original Score:** Alan Menken, *The Little Mermaid*  
**Original Song:** "Under the Sea" from *The Little Mermaid*  
**Animated Short Film:** *Balance*. Live Action Short Film: *Work Experience*  
**Sound:** *Glory*. Sound Effects Editing: *Indiana Jones and the Last Crusade*  
**Visual Effects:** *The Abyss*



Winner: actor Daniel Day-Lewis, for his performance as Christy Brown

## Sound and simple story-telling

## DANCE

John Percival

La traviata  
Sadler's Wells

ANDRE Prokoviev has tightened his *La traviata* ballet since its premiere on tour last autumn, and Kim Miller's performance as Marguerite has developed more light and shade than before. But the general impression remains much the same: of a soundly made adaptation of Dumas's story into dance terms, designed to appeal to audiences who appreciate directness more than great originality.

As such, London City Ballet's production is unlikely to win any Olivier nominations, nor soften the hearts of the Arts Council, which refuses support on ideological grounds in spite of the way the company has built impressive audience enthusiasm and a formidable degree of sponsorship (*La traviata* comes by courtesy of NatWest). The company's offence is that it is based in the capital, although it spends almost the whole year on tour, and that it presents classical ballets when the dogma among advisory panels is for modernism.

Within its limited resources, you have to admire the zest with which the company presents itself. The male dancing, for instance, has plenty of attack, from the group of revellers at a picnic to Edwin Mota's Armand (although I wish he could use his arms and upper body more expressively).

At soloist level, weaknesses become more apparent. Ross Ferguson's Count has an unfortunately comic shuffle. Beverly Fry

Stanislav Tchassov and Marian St Claire, who alternate with Edwin Mota and Kim Miller dancing Armand and Marguerite in *La traviata*

paints Marguerite's friend Prudence in crude strokes, and the many naughty ladies all look and act more or less alike.

Part of the problem is that only the principals count for much in this story anyway. Ashton showed that you can tell it perfectly in one act with small casts. To make a whole evening of it needs more details and digressions in the plot than Prokoviev has allowed himself.

His most successful touches are the opening scene, showing how Marguerite became aware of her

unorthodox earning power, and the duet late in Act II, where she and Armand are almost reconciled before she remembers her promise to his father.

It was a good idea to show scenes of solid bourgeois life with the Duval family as a contrast to the society to which Armand is drawn, even though the use of this in explication of Papa Duval's pleading becomes heavy-handed. Guy Woolfenden's arrangement of Verdi (from many sources, including some arias sung off-stage) is attractive.

## Molière at fever-pitch

Daniel Rosenthal enjoys the performances and the fine weather at the Adelaide Festival

Adelaide at festival time is probably the only place in the world where you can watch drama performed in 95 degrees in a purpose-built graveyard. That improbable scenario was made possible by Adelaide's Red Shed Company, with *Frankenstein's Children* by David Carlin, and—provided you did not mind being elbowed off your front-row tombstone to make way for a naked "corpse"—this macabre tale of grave-robbers and bloodthirsty surgeons was an energetic introduction to the city's sixteenth biennial Arts Festival.

The theatre programme also included a memorable double helping of Molière. The Georgian Film Actors' Studio's *Don Juan* offered an extraordinary example of theatre's ability to overcome linguistic barriers, while the Australian Nouveau Theatre's open-air staging of *The Hypocrite* was as preoccupied with pumps and purgatives that it could have been subtitled "An anatomy of the people".

The glorious weather is one of Adelaide's greatest assets. The organizers take advantage of the climate, and one highlight of the extensive "Festival Outdoors" was a free concert performance of *Tosca* which brought over 15,000 picnickers into Elder Park beside the River Torrens. This was the Australian soprano Joan Carden's debut in the role and, one imagines, also the first time she has had to compete with howling toddlers during her most dramatic arias.

633 shows by over 1,500 performers representing 16 countries sounds impressive, but the figures give no indication of the Edinburgh-like breadth of culture available.

A typical day might include a Writer's Week forum on screen adaptation, a lunchtime piano recital, a visit to an Aboriginal art exhibition, the Abbey Theatre's outstanding production of O'Casey's *Shadow of a Gunman*, and finally a session at the Festival Centre "Fezba" to hear the Kronos Quartet's unique versions of songs by Jimi Hendrix and Howlin' Wolf, and all within a half-mile radius in the city centre.

Like Edinburgh, too, Adelaide has a lively Fringe, though visitors to the Australian version can walk around comparatively easily without being proffered handbills every 100 yards or so by bizarrely or scantly dressed Fringe performers. This dearth of publicity was surprising, considering that the poor early audiences had prompted the manager of the Fringe Club to complain that "every night is like Sunday night".

Once the Festival proper was underway, however, larger numbers attended shows such as *Up the Ladder*, an inventive play recalling the experiences of Aboriginals who attempted to box their way out of poverty in the Forties and Fifties, and *Myself with Others*, in which the Australian comic Gerry Connolly offered a tiffetia-and-tiara impression of the Queen while riding a motorized picture frame.

## An exercise in Polish

## CONCERT

Stephen Pettitt

Forest Choir/Stewart  
Queen Elizabeth Hall

THE Forest Choir, amateurs all and renowned for their innovative programmes, contributed to the South Bank's celebrations of Szymanowski with a concert that included two of that composer's late choral works, the *Veni Creator* (1930) and the *Litanie à la Vierge Marie* (1930-33).

The latter calls for relatively little choral participation, and that by female singers only. Eirian Davies took the greater part of the responsibility, her strong and elegant soprano line weaving seductively through the work's richly coloured orchestral textures, efficiently provided here by the London Pro Arte Orchestra. The choral singing, as far as it went, was marked by a delicate understanding, while the *Veni Creator*, a work of less delicate passions, brought a more robust response from the entire choir, again with Davies as the soloist.

Both pieces were sung in convincing Polish; both were also fascinating instances of Szymanowski's rather oblique manner: sometimes marooned between an almost Wagnerian romantic voluptuousness and an angular neo-classical, neo-tonal language. This is music that refuses to be pigeon-holed. Indeed this accounts for much of its appeal.

There was also a pair of relatively rarely-heard sacred pieces by Dvořák. It is perhaps no

serious loss that the bombastic Psalm 149 setting does not see the light of day very often, though the ripe nobility of the piece, with its insistent tonic and dominant chords and prominent brass and percussion, has a certain basic appeal. Quite properly the work was delivered (in English) with great gusto.

The *Te Deum*, however, is another matter, a larger and more sophisticated structure, if ultimately equally resolute. Again Davies made some fine contributions, as did Peter Harvey, whose lovely baritone, though still relatively immature, has a bewitching liquid quality which already marks him out as an exceptional singer. The chorus work, inspired as was the rest of the concert by the solid conducting of Murray Stewart, was sturdy and keen.

Here, the orchestra was at its most impressive. Earlier it had seemed distinctly unsentimental in Ernst Krenek's *Sinfonietta*, which is a rather plain and dogged essay. Yet another rarity, a dark-hued Adagio composed by Janáček in 1891 inspired better things, notably from the unnamed cor anglais soloist.

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## Rousing chorus finds approval

## OPERA

Richard Morrison

The Pirates of Penzance  
Palladium

TEN years ago in Central Park, New York, Joseph Papp's production of *The Pirates of Penzance* changed everyone's notions of how Gilbert and Sullivan should be staged. Out went the arch plummage of the operetta tradition; in came Cornish policemen with the rubber-limbs of Keystone Cops, a Pirate King oozing Errol Flynn, and a Frederic with a hint of Elvis Presley in his wiggle. Synthesizers and electric guitars galvanized the pit; and the rock-star Linda Ronstadt startled sopranos with her coloratura trills in "Poor Wandering One".

Most diehard G&S devotees remained unscandalized, because Papp's pirazz was matched by his purity. Scarcely one Gilbertian quip was altered; even the horribly protracted "orphan/often" pun was left to run its full, sardonic course.

Since then, the English have reclaimed their toy. Papp's version first came to Drury Lane in 1982; the present revival, directed by Peter Walker, has toured the regions and now graces the Palladium. Perhaps Broadway sharpness has been replaced by some traditional English pantomime hamming, to say nothing of traditional visual gags.

But some of the frantic exuberance of the New York original remains, especially in Act II's set-pieces, when the pirates crash through the auditorium for "With cat-like tread", or a wonderfully athletic bunch of spats-wearing policemen tremble at the knees, and everywhere else, as the Major-General's daughters exhort them to "go to glory and the grave!". In fact, this revival's real stars are its choruses of pirates, policemen and daughters: lusty in voice, mesmeric in comic motion.

The billed "stars" are more



Stars: Mabel (Bonnie Langford) and The Pirate King (Paul Nicholas)

questionable assets. If a stick of seaside rock could sing, it would surely sound like Bonnie Langford. Her Mabel, like Shirley Temple without the *Angst*, hit a vein of true sentiment only when she gave the Carole King treatment to "Sorry her lot"—and that was pinched from *HMS Pinafore*.

Paul Nicholas's Pirate King needs more swashing and buckling in Act I, and less reliance on the charisma of a famous television face. But he delivered his part in the Act II patter-trio "My eyes are fully open" (another interpolation, this time from *Ruddigore*) with great clarity, and thereafter enjoyed himself. Frank Thornton's Major-General was another ponderous starter. Given that his

first item was the world's most famous patter-song, that was a considerable handicap. But there was a superb exhibition of manic mime from Simon Brown as the Police Sergeant, strong singing from David Ian (Frederic), and a game performance from Patricia Lancaster as Ruth, the "remains of a fine woman". The orchestra displayed more wallop than finesse under Barrie Bignold's direction. Those who expect spectacular effects from a musical will be disappointed: a cardboard pirate-ship lurching a few feet hardly rivals the evacuation of Saigon. But Gilbert's puns and paradoxes clearly still tickle modern audiences.

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## WEDNESDAY PAGE

## Unadulterated agony?

**A**dultery is a feminist issue — or so says Carol Clewlow, author of *A Woman's Guide to Adultery*, a sinful-looking novel with an old-fashioned moral message.

What at first looks like a "how to" manual — a deliberate attention-grabbing ploy, causing a few raised eyebrows when it is being read in public (as I discovered) — is really a story of sin and retribution, telling women to beware other women and avoid married men.

Yet since yesterday's adulterous liaison is, frequently, today's second marriage, is it not somewhat out of tune with the times? The author is unapologetic. Ms Clewlow has made something of a study of the subject, she says, from personal experience — "the other woman", and from observing friends in the throes of adulterous affairs. She believes that ultimately adultery boils down to women hurting women, and that it is seldom worth the suffering it brings.

Many women swear they will never play even a passive part in breaking up another's marriage — look how often the "other woman" wants the world to know that she has not been a "home wrecker", and that her lover's marriage had broken down before their affair began. But as Elaine Paige put it only this week, "having a love affair with a married man was something I didn't want, but in the end I'm [Rose] just became too difficult to resist".

Of course, there are all those helpful clichés to save the soul, such as: "His wife doesn't understand him... She doesn't make him happy... How can someone want to hang on to someone who no longer loves them?" But adultery is the oldest cliché of all, Ms Clewlow says. "Any man who uses the line, 'My wife doesn't understand me', usually has a wife who understands him only too well," is the conclusion to which her research has led her. "But maybe men don't want women who understand them."

Men — and many women — might argue that her view is one-sided. But Ms Clewlow maintains that "men do not hurt each other in the same

way". The western world seems to pat the famous male adulterer on the back, and in the East adultery is acceptable for a man, but can carry the death penalty for a woman.

Married men having affairs are often "the most attractive, the most confident, the most relaxed and easy, and they can only be this way because of the wife at home, the woman who massages their ego and makes them feel good and provides them with the base they need from which to operate successfully", she theorizes. "Don't nag him or worry him or you'll sound just like his wife" is the cardinal rule of the other woman, she has learnt. And she confesses to harbouring a sneaking sympathy for the vengeful mistress in *Fatal Attraction* who refuses to be a doormat.

Her book positively oozes with female pain. "Women," scoffs one of her (male) characters. "They're so stupid. So bloody stupid. Really, they must like to suffer." When the book was published in hardback last year she got a number of letters from women pouring out their pain to her, and she anticipates a flood when it becomes more accessible in paperback. It is about the lives of eight women — wives and mistresses — and four men, all strenuously trying to deceive each other.

Rose is a mature student who reluctantly falls in love with her married tutor, but is horrified at breaking her own personal commitment that "thou shalt not make another woman unhappy"; in fact, she embodies much of the author's own angst about adultery.

But although Ms Clewlow was a mature student (she went to university at 35 to read English and philosophy) who has known the pain of being the other woman (she has never technically committed adultery, she claims, because she has never been married), she insists Rose is not entirely autobiographical.

"I'm 43 years old and it would be extraordinary if I hadn't had affairs," she says. "But I'm not Rose. Characters start off from ideas you take on in the real world and then they take off with a life of their own." (As one of her characters observes: "You fall in love

**Alexandra King  
finds out about  
the pain of the  
eternal triangle —  
for the 'other  
woman' as well as  
the deceived wife**

with someone who is married and you think it's your story... your plot and your narrative, and you think you're in charge. But then suddenly there's a twist in the plot and you find out that it was never your story at all... you were just a chapter."

Yet Rose is writing a novel about female pain to exorcise the agonies of her affair, just as Ms Clewlow uses writing books to exorcise unpleasant elements of her own life. *Keeping the Faith*, her first novel (shortlisted for the Whitbread First Novel Award in 1988), was about "someone brought up in an enclosed religion" like the Plymouth Brethren, the Protestant evangelical faith in which she herself was raised. "I probably

wrote it as a cathartic exercise," she agrees, "but it didn't turn out to be as cathartic as I meant it to be. It brought things out, but didn't dispel the pain."

The same seems true of her book on adultery. "This was meant to be cathartic," she says, "but I'm still so sure." Still, the fact that she is now working on a third novel about a romance between two unattached fortysomethings "who have been through the mill" could explain her blushes when asked if she is in love and might ever, in view of all she knows about its infidelities, consider marriage.

She finds it depressing that adultery is on the increase, "particularly among women, just when female solidarity is supposed to be so high. We were going to be the keepers of a higher morality," she says wryly, "but we seem to be slipping to a male order."

"It may say something about women's greater sexuality and self-confidence and financial equality, but it doesn't seem as if adultery is a good step forward, like creches and equal pay."

We may have come a long way from Nathaniel Hawthorne's Hester Prynne, forced

to wear the scarlet letter A — for adultery — on her breast, but when the man is welcomed back to the bosom of his long-suffering wife, it is the mistress who is left out in the cold with a burning ache in her chest, branded forever by the experience. Moreover, any wife whose marriage is worth saving usually suspects her husband's infidelity. Ms Clewlow is convinced, even if she considers it more prudent not to voice her doubts — so trust is destroyed and, like the wives in the book, she can become sad, bitter or vindictive.

Ms Clewlow says she found it hard to reconcile her own role in hurting other women with her feminist views, and she is emphatic that now she can no longer envisage having an affair with a married man. "The infidelity to his wife would diminish him in my eyes," she says.

Still, she derives semantic satisfaction from the discovery that "to adulterate" is "to debauch with an inferior material". As Rose says: "Being a woman, I like that."

© Times Newspapers Ltd 1989  
© A Woman's Guide to Adultery by Carol Clewlow is published tomorrow (Penguin, £3.95)



Guilt-edged insecurity: detail from *The Awakening Conscience* by Holman Hunt

## BRIEFLY

A round-up of news, views and information

### Meal and a chat?

NOW that we're becoming blasé about health food shops, and even supermarkets are selling organic and additive-free foods, one gimmick to keep us ahead of the competition is the in-store nutrition and diet consultant. Wild Oats, the massive wholefoods outlet at 210 Westbourne Grove, London W11 2RH (01-229 1063), is pulling in customers with 23-year-old Marina Dervan, a self-taught nutritionist who formerly worked for a dietary supplement company. An hour's nutritional analysis — which must be booked at least a week in advance — costs £10, and includes a second visit to receive your complete nutritional programme and the analyst's advice. Ms Dervan claims her custom-tailored programmes can help people suffering from stress and insomnia, PMS, and skin and bowel disorders, as well as weight or energy problems.

### Chanel bagged

The "belt bag" popularized by skiers, hikers and people nervous about having their handbags snatched has become the hottest fashion accessory. The season's chic-est is by Chanel for £550, but Fenwick's is already taking orders for its new suede belt bags which combine Chanel-look quilting on a Chanel-style chain belt for a mere £19.95. They will be in the store from next week in assorted colours.

### Pupil cook

Out of the mouths of children come some delicious ideas. An "imaginative healthy and bal-

anced meal" was the brief given to children entering the first "Sainsbury's Young Cook of Britain" competition in 1989. The title was won by 13-year-old Kathryn Cleverley from Suffolk with a recipe for celery and orange chicken — which has now taken its place on Sainsbury's shelves as a ready-prepared meal at a modest 240 calories a portion. Two-portion packs cost £2.99.

### Quote me...



"Very neat hair is a sign of anxiety, rather like having a box of paper handkerchiefs in the back window of a car."

Joanna Lumley

### Tiffany touch

Tiffany's in London has imported the "Tiffany Touch" personal shopping scheme from its New York store. Busy people can leave their stationery at the Old Bond Street shop and telephone in orders for anything from a £25 pen to a £25,000 emerald necklace — to be delivered with the appropriate note at a specified time and place. "People are very specific about where they want things delivered," says Fiona Ward, who managed the scheme at Tiffany's in New York. "And they usually want the messenger to deliver it personally rather than just leaving it at a hotel desk." For celebrations she recommends two crystal champagne flutes (£10 each) or a crystal ice bucket (£30) which can be sent with a bottle of the champagne of your choice. A popular choice is the sterling silver golf putter at £460 — delivered to the golf club, Tiffany's recommends, for the greatest effect. (Details from 01-409 2790.)

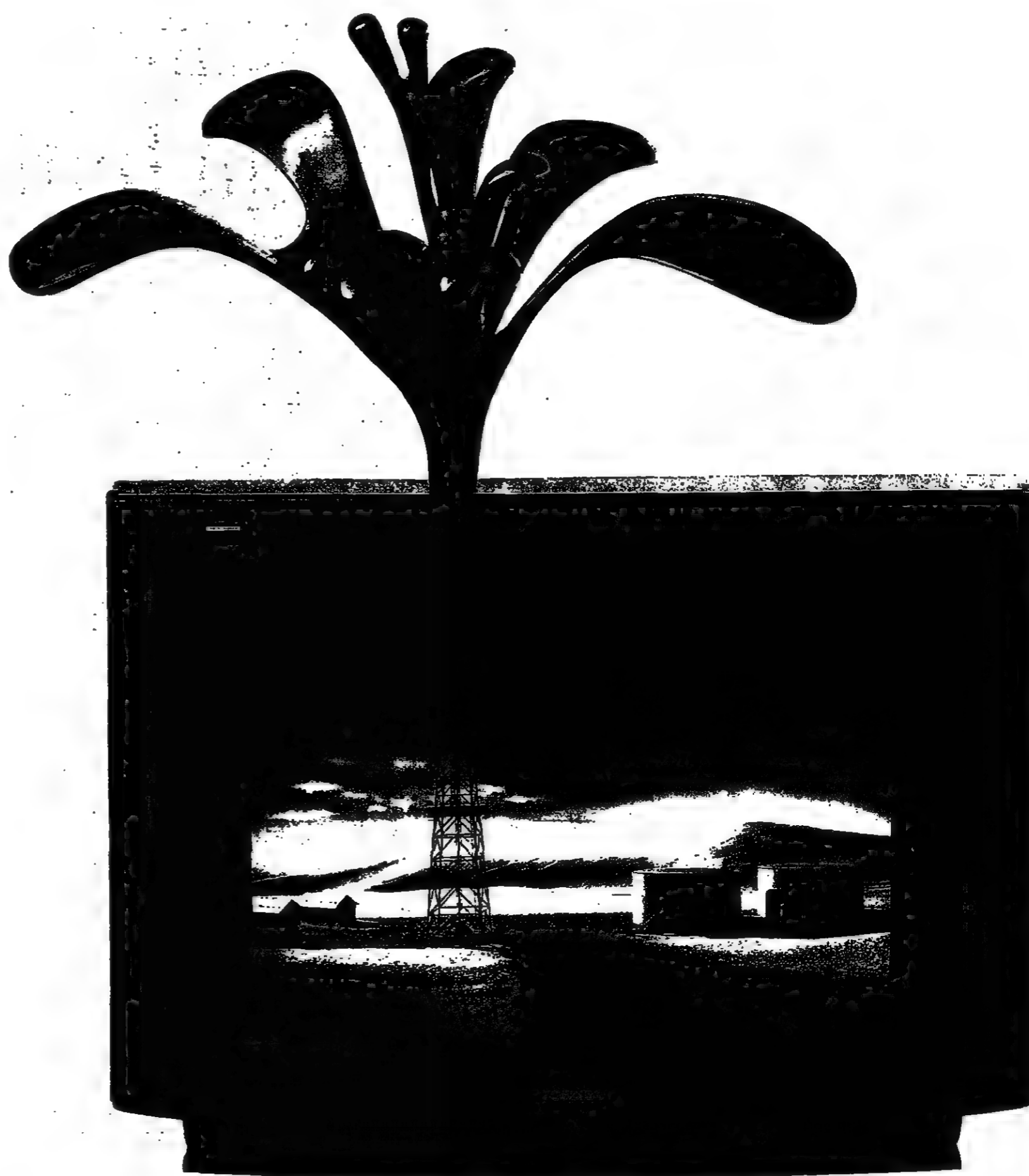
Victoria McKee

## Colonial days

The Falkland Islands have a reputation as a bleak colonial outpost held in a time warp. Judged by the hi-tech standards of Europe and its fashion-conscious capital cities, it is a reputation well merited. But life on the Islands has changed considerably since the war with Argentina. In *The Times* on Saturday,

the day when the 150-mile exclusion zone will be lifted, Michael Evans reports on the transformation.

Fish, not sheep, are now the main source of income and the streets of the tiny capital, Port Stanley, are as likely to be filled with Russians, Koreans, or Japanese as they are with British soldiers.



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## MEDIA &amp; MARKETING

## Reporter and the right to inquire

The nastiest sequel to the barbaric hanging of Mr Farzad Bazofi, the freelance journalist who worked for the *Observer*, has been the attempt by what Mr Conrad Black calls "the Westminster college" at the *Sunday Telegraph* to place some of the responsibility for the reporter's death on his editor, Mr Donald Treford, and to claim that he "seems almost to believe that being an investigative journalist confers diplomatic immunity". At the weekend Mr Treford, who campaigned so honourably for clemency, wrote to the *Sunday Telegraph* pointing out several glaring errors of fact in its comment, including the crucial point that the *Observer* had never sent Mr Bazofi to Iraq even once, let alone "no less than five times"; he was, however, invited by the Iraqis on six occasions. Yet the anonymous writer who concluded "what on earth did the *Observer* think it was doing in sending this unfortunate Iranian to the slaughter house?" was apparently too spiteful, or too ashamed, to apologise.

A more substantial point about a reporter's rights was raised by a Mr Colin Roberts, who wrote to *The Times* suggesting that "newspapers appear to believe that being a journalist elevates a person above both his fellow citizens and, in this [Bazofi's] case, other governments". If newspapers or other media ever give that impression, they are clearly wrong. But it is one thing to say that a journalist has no higher legal status than an ordinary citizen, and quite another to state that he should have no more curiosity than the next man. Indeed, unbridled curiosity coupled with robust scepticism are the predominant characteristics of a good reporter. Normally a reporter is employed on straightforward news, such as the impending resignation of the Archbishop of Canterbury, or human interest stories, such as the birth of a royal baby, or on any one of many specialist areas of interest. But if a major investigation into some suspected scandal or injustice has been put in train, the reporter will use all his abilities to establish the facts in the service of the public, and if a scandal or injustice can be proved, for the same purpose. In a forceful Cameron Memorial Lecture last week, Mr Liz Forgan, director of programmes of Channel 4, said that the argument about freedom of expression was sometimes described as a conflict between the interests of the media and those of the public. "Not so," Mr Forgan said. "The former only has

any claim to legitimacy in so far as it represents the latter." Exactly the same principle applies to journalists: their right to investigate derives solely from their role as servants of the public. They have no divine right to pry and to probe as they will, regardless of any damage they may do either to individuals or to groups. Their licence to inquire and to report derives purely from "the public interest".

But how is "the public interest" to be defined? It is one of those phrases like "a fair deal" or "responsible behaviour" which can be trotted out on suitable occasions, and interpretation usually depends mainly on the interests of the party concerned. Certainly there is more than one view of what comprises "the public interest". A government will not wish some dubious ministerial deal to be exposed. The judges do not wish judicial prejudice to be nailed. A local council will not welcome a searchlight being thrown on corrupt land deals involving members of the

majority party. A prominent official may not wish his sleazy relations to be exposed. A public company may not want the murky activities of a subsidiary to see the light of print. And they might all claim, for one reason or another, that publication was "against the public interest".

So far as Official Secrets are concerned, this particular Government does not even wish the judges to exercise their judgement on what is and what is not "in the public interest", for they have struck out the possibility of defence along those lines. A whistle-blower against inquiry in high places could not make that plea, however justified it might seem to the world outside.

But journalists must weigh up the public interest almost every day. Since they live by reporting, it is hardly surprising if, sometimes, their interpretation of the phrase is a shade broader than that countenanced by the *apparatchiks* of Whitehall and the expensive legal advisers to the City. The public — the people who pay the taxes and the charges, who buy the shares, who cast the votes, who get taken for a ride far too often — are lucky that the journalists, of both newspapers and other media, do investigate as wide a range of abuses as possible. For their inquiries provide by far the most effective check on abuses of power in this country. And that really is "in the public interest".

THE PRESS  
Charles Wintour

## Radio soap in a lather

A Merseyside radio serial is dead, killed off by its own success.

Bernard Silk reports

Grace Archer has nothing on this — earlier this month, in another radio soap, fire engulfed a pub and killed almost the entire cast. It was a suitably sensational last episode for the BBC Radio Merseyside soap opera *The Merseysiders*, which has been surrounded by off-air goings-on as gripping as any fictional episode.

Keith Birch created (and retained the rights to) *The Merseysiders*, claimed to be Britain's first local radio soap, although others have followed; and it was he who pulled the plug on the popular twice-weekly drama of everyday Scouse folk after Radio Merseyside failed to meet his new demands for the series — a daily slot, plus an omnibus edition at weekends. Now Mr Birch has dreamt up a completely new soap, currently under consideration by Radio Merseyside's commercial arm, Radio City. The BBC station, meanwhile, is looking at other soap ideas to replace *The Merseysiders*, whose antics were regularly followed by half a million listeners.

"The BBC told me that the series was a fantastic success," Mr Birch says. "We had broadcast 160 10-minute episodes over 20 months, but within the morning programme presented by Billy Butler. I felt it had grown so popular it deserved its own daily slot. Because many people are at work during the day — even here on Merseyside — it would have made sense to repeat key excerpts at weekends."

Part-funded by local health and education authorities and voluntary organizations, *The Merseysiders* storylines included references to Aids, abortion, prostitution and loan sharking, in order to put over information on social issues amid tales of a working class Scouser family. Among the group of professional actors — all local — who made up the cast were Jennifer Moss (once Lucille Hewitt in *Coronation Street*), and two *Brookside* actors — Ricky Tomlinson and Dean Sullivan. Another actress, Mandy Walsh, was seen in the film *Letter to Brezhnev*.

"Like TV soap viewers, listeners often wrote in as if the characters were real people," Mr Birch says. "When one was having an affair, dozens sent letters to his on-air wife, tipping her off about what was going on. 'One of the actors, who played a



Local hero: Keith Birch, creator and destroyer of *The Merseysiders*

big, bombastic, unpleasant type, was attacked by umbrella-wielding women at a Liverpool bingo hall. There were *Merseysider* fan clubs from Liverpool to Dublin to Australia, and the programme was featured on Channel 4's *Media Show*."

Local, unpublished writers were heavily involved in the series, according to Mr Birch. "We gave them the chance to write trial scripts and then become part of a script-writing team of six which was changed periodically.

At least three of the writers have moved on to other script jobs — one is now with *Brookside*, another is joining the *Coronation Street* writing team and a third is going to *The Archers*."

Now *The Merseysiders* are no more, despite public petitions and local newspaper calls for their lives to be spared. "It's especially sad because we were running it on a shoestring, so I can't see that money would be a problem," Mr Birch laments. "I worked out that it would only cost

around an extra £9,000 a year to incorporate the changes I was asking for, which isn't very much even in local radio terms."

Now Mr Birch is working on a television play, and offering to act as consultant to any local radio station which wants its own low-budget domestic drama using local talent. Meanwhile, his new soap ideas are under consideration at Radio City.

There, programme controller Tony Ingham explains: "I was asked if I would take over *The Merseysiders*, but we don't want the BBC's cast-off. However, we are looking at the possibilities of a radio soap on our new news and information channel, City Talk. Keith's ideas are under consideration and it is possible we may be able to agree on a new Merseyside-based soap."

At Radio Merseyside, managing editor Richard Duckenfield says: "I didn't think the moves Keith was proposing were either practicable or desirable. Radio Merseyside is the most listened-to local radio station in the country, and the *Billy Butler Show* is our most popular programme, so we couldn't broadcast it to a bigger audience. Any switch of its slot would have meant fewer listeners."

As for an omnibus edition: "The idea appealed to me, but the repeat fee we would have had to pay the actors at Equity rates would be more than we could afford."

"Keith seems to have pulled a figure of £9,000 out of the air, which I think is very much on the low side, but even that is a lot of money in local radio terms. People believe that we have the resources of national radio and television drama departments — but we haven't. Radio Merseyside costs its listeners about 5p per week from the licence fee, according to the figures."

Mr Duckenfield regrets the passing of *The Merseysiders*, but says he would have been happy to leave things as they were. "It was a pioneering idea which attracted huge popularity. The decision to withdraw it was Keith's alone and we just had to agree to disagree."

Now a replacement is being sought. "I'm very keen to go ahead with another soap. There is a wealth of local writing talent and we are examining several proposals. I don't see it becoming a battle of the soaps with Radio City, but if they were to schedule a new series against ours, we are always ready for competition."

Mr Mike Hewitt, the editor of *Journalist's Week*, was reported last week as describing his publication as a "print industry magazine". This should have read "media industry magazine".

## BBC BBC BBC

Head of Broadcasting BBC South & East  
Elstree

The BBC's four major English regions are each run by a Head of Broadcasting. They are the senior managers in charge of all local, regional and network programme-making across Radio and Television. They are responsible for all staff and resources and are members of the Regional Broadcasting Directorate Management Team. With the appointment of Keith Clement to Controller Regional Broadcasting, the post of Head of Broadcasting South and East has now become vacant.

The South and East region has a staff of more than 600, two television production centres at Elstree and Norwich and ten local radio stations, with two still to be opened. Over the past two years the region has built up an annual network television output of some 150 hours including much acclaimed history, archaeology and contemporary documentary series. Elstree is also the BBC's main centre for quiz programming including *Mastermind*.

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Candidates should forward a C.V. (quote ref. 4889/T) to Helen Griffiths, Room 304, BBC, Henry Wood House, 3 and 6 Langham Place, London W1A 1AA, to arrive no later than Wednesday, April 18th, together with a statement about the strategy you would deploy to maintain and improve both radio and television output, within and from the South and East.

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For application form (quote ref. 8890/T and enclose s.a.e.) contact BBC Corporate Recruitment Services, London W1A 1AA. Tel: 01-827 5799.

Completed application forms should be returned by Friday, April 6th, and interviews will be held the week commencing April 17th.

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# Giving brands a break

What's the value in a name? And should its worth be included in a company's profits? Andrew Lycett reports

Almost two years ago, the Swiss food giant Nestlé spent £2.55 billion acquiring Rowntree Mackintosh, the York-based confectionery company. But Rowntree's physical assets — its plant and its stock — were worth only a fifth of that amount. The rest was Nestlé's valuation of Rowntree's intangible worth — its traditions, its marketing infrastructure and, above all, its established confectionery brands, with names including KitKat, Smarties, After Eight, Polo Mints and Yorkie.

Around the same time the American food and tobacco giant, Philip Morris, paid \$12.9 billion to purchase Kraft, with its eponymous cheese products and its host of brand names, such as Miracle Whip. This time the price was four times the tangible assets. Both Nestlé and Philip Morris had calculated that such brands as KitKat and Kraft had some intrinsic worth, over

and above that of the factories in which they were manufactured. This was the extravagant 1980s, remember: the height of the mergers and acquisitions boom. Branded goods and service companies were considered safe purchases, offering guaranteed future cashflow and, in some cases, opportunities for licensing. A whole new service industry of brand valuation sprang up.

However, once companies had put a price on their brands, they were beset by the problem of how to represent that price on their balance sheets. This problem has become particularly acute in Britain, where the Accounting Standards Committee (ASC) proposed last month that the value put on brands is part of a company's traditional goodwill and must be written off against profits in company accounts over a period of 20 to 40 years.

Three weeks ago, however,



FRANCIS MOSLEY

Cadbury announced that it had added £309 million to its balance sheet to reflect the value of acquisitions, including Trebor and Basset, made since 1985.

It further added that it would not be writing off these figures, as suggested by the ASC in what remains, for the moment, the equivalent of a consultative document.

For Cadbury the debate is more than academic. Without this recent valuation, more of its assets would have been financed by borrowings than by shareholders' funds. At a stroke, Cadbury boosted its

assets, making it easier to acquire the funds to make more brand acquisitions, and more difficult for potential predators to attempt a takeover.

The ASC quotes reasons why it is necessary to amortize the value of brands. One is that a brand is not a lifelong asset: you cannot be sure of its benefits flowing forever. The second is that a brand can take a knock in the marketplace, as Perrier recently experienced and, the ASC argues, it is better to have a gradual, rather than a sudden, drop in a company's overall valuation.

The third is that the ASC maintains there is no effective means of evaluation.

The nascent branding industry thinks this is rubbish. Michael Birkin, chief executive of Interbrand, a British company which claims to be the leading international brand consultancy, says: "What the ASC proposes is ill-conceived. What is a company supposed to do in 15 to 20 years' time, when its brand values are all written off? Does it simply write them all back in?"

Mr Birkin, formerly an accountant with Price Water-

house, adds: "I don't believe in depreciation unless one has something to depreciate. The accountancy profession is trying to fit a system thought up 30 to 40 years ago on to business in the 1990s." In other words, brands and other intangible assets are different from plant and machinery, which clearly have a limited life.

Now industries that fall more obviously into the service sector are following this lead. In 1988, the marketing services group WPP, headed by Martin Sorrell, decided to incorporate in its balance sheet the value of the brand names of its subsidiary companies, J. Walter Thompson and Hill and Knowlton, which are market leaders in advertising and public relations respectively.

Announcing its preliminary results two weeks ago, WPP stated that it intended to do the same with The Ogilvy Group, acquired last year.

Supporting a brand is a lifetime's art. Advertising industry sources suggest that some manufacturers, with high profitability, spend as much as 10 per cent of their sales revenue on advertising. However, last year Rowntree spent only £5 million promoting KitKat, which had sales of £175 million.

This year the spend will be more since, despite a significant increase in sales, the company has discovered that teenagers are not buying as many KitKats as expected. It has decided to spend a "significant" amount sponsoring the annual rock music festival at Knebworth, Hertfordshire, in June.

Some of the biggest names in rock — Elton John, the Rolling Stones and Genesis — are among those being headed off as possible headline acts in such ways are the values of brands maintained.

# A green giant turns nasty

Consumerism has become the new target for activists, Nicola Chapman reports

Green consumerism, the desire for environmentally-friendly products which many British manufacturers have turned to for profitable advantage, is beginning to change in a way that will be more difficult to exploit. Radical activists have begun attacking not only over-packaged supermarket goods and unnecessary pollution, but consumerism itself.

The *Nature* programme on BBC 2 tomorrow investigates a potential problem for manufacturers. Jeremy Bugler, editor of the programme, says: "Although 'deep greens' only account for a small percentage of the population, they are becoming more influential and have a serious contribution to make in getting people to change their values."

In a contentious new book to be published next month titled *A Thousand and One Ways to Save the Planet*, Bernadette Valley, a director of the Women's Environmental Network, criticizes marketing and advertising.

As well as exhorting readers to eschew, among other things, microwave ovens, beauty treatments and disposable nappies because, she says, they are environmentally unfriendly, Ms Valley insists: "Marketing relies on pseudo-scientific language that proves nothing at all about the benefits of the product."

Her book criticizes the role of advertising. "Don't be fooled... A company that can afford to advertise on television is usually promoting a highly manufactured and manipulated product. The cost is also passed on to you, the consumer."

The book has already pre-sold 50,000 copies — 47,000 more than originally estimated — and has been chosen by its publisher, Penguin, as book of the month for April.

Despite the launch of CFC-free aerosols, biodegradable packaging, environmentally-friendly labels and green-conscious advertising, manufacturers have failed to

appease the green lobby, which regards many of their claims with suspicion.

A report from the advertising agency Ogilvy and Mather, based on more than 1,000 interviews, concludes that while 81 per cent of adults consider the environment the most important issue facing the country, people "are no longer prepared to play more for green products."

Ann Curtis, who compiled the report, says: "Consumers are becoming highly sceptical of the advertising and marketing industry. We believe that going green now requires a company to make a strict evaluation of itself, taking into account things such as factories and suppliers as well as the end product." One company which claims to have adopted this strategy is Alberto-Culver, best known for its shampoo. In November last year the company introduced Pure & Clear, a biodegradable shampoo containing natural ingredients. Sales have already exceeded first-year targets and the company has now begun a wide-ranging corporate review of all products.

In other parts of Europe, companies such as Volvo and Volkswagen have led the way in making corporate changes based on environmental considerations. However, observers believe that while companies must begin analysing themselves and the products they sell more carefully, it is unrealistic to expect them to abandon marketing principles altogether.

Mr Bugler says: "A new consumer sensitivity is definitely taking over. People will not stop consuming, but I think we could be entering a period when driving fast cars, for example, will be out of fashion. To some extent, companies have realized this already and are now wondering where the goal posts will move to next."

● *Nature* in broadcast tomorrow at 8.30pm on BBC 2.

# Metaxa goes offside

SHARP-EYED viewers of tonight's football friendly between England and Brazil, at Wembley Stadium, might notice something missing from the sidelines. For years, Metaxa has advertised on billboards around sports grounds — with little effect on consumption — and now the Greek spirit's new owners have decided to change tack.

Grand Metropolitan, the drinks, leisure and hotels group, recently bought Metaxa — it is not strictly speaking a brandy — for £28 million from the family which founded it in 1888. This week it appointed Young & Rubicam to handle the first British advertising campaign. The

GrandMet marketing team says Metaxa's move on to billboards at the 1982 World Cup in Spain was shrewd. "It got in at low cost and built brand awareness very effectively, especially in football-loving areas in northern Europe and South America," says Noel Toolan, international brand director.

"But we are not going to continue at anything like the same level. We expect to be successful in areas where we haven't been in the past —

such as the United Kingdom and the United States. Metaxa has failed to capitalize on awareness to build brand values. Awareness helps, but it doesn't sell bottles; our strategic concentration will be on getting people to taste it."

Billboard advertising remains effective, Mr Toolan thinks, where the brand is already known and loved — in Greece and, to a lesser extent, West Germany. But billboards have become very much more expensive:

"We are now negotiating against the likes of IBM, Xerox and Esso."

Y&R's UK marketing manager, Mike Herbert, says that 22 per cent of adults in this country have heard of Metaxa, but sales (they do not disclose figures) are negligible. Those who know it tend to associate it with a rather rough drink consumed late at night in tavernas.

With a £500,000 advertising budget, GrandMet and Y&R hope to reposition Metaxa as a premium-

priced speciality spirit (at £10.35, cheaper than Southern Comfort but considerably more expensive than whisky, vodka or gin at around £7.50). It ranges in quality from 3-star to 7-star: only the latter will be sold here. The advertising — probably Press and posters — will try to build on the values of relaxation that people who know it associate with Metaxa.

Football would not suit the new, sophisticated image. "Now, trial sampling at fancy parties... that would very much fit in with what we're trying to do," Mr Toolan says.

Geraldine Bedell

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Continued on page 33



## TELEVISION &amp; RADIO

Compiled by Peter Dear  
and Stephanie BillenHow the  
Six make  
five

## TELEVISION CHOICE

Peter Waymark

It is almost impossible after watching Granada Television's gripping, two-hour *Who Bombed Birmingham?* (ITV, 8.00pm) to believe that the atrocities of November 1974 were committed by six Irishmen who are serving life sentences for them. That, of course, is the aim of the film, which goes on to name a different set of culprits: a Birmingham Five in place of the Birmingham Six. But *Who Bombed Birmingham?* is the richest of television genres, the drama



Star treatment: John Hart plays journalist Mullin (ITV, 8.00pm)

documentary. Real people are played by actors, events are reconstructed and the various types of evidence (taken from interviews, documents, court hearings and so on) have been worked into a smoothly flowing script. The casting of well-known names (John Hart, Martin Shaw, Bob Peck) is a little distracting, although it is a reminder that we are watching a reconstruction and not the real thing. Suffice to say that the performances are admirable, not least that of Leslie Phillips, who might not have been everyone's idea of Lord Chief Justice Lane. At the same time we are asked to believe that what these characters say and do is true. Here we have to take the integrity of the programme makers largely on trust. The film intercuts two narratives: of the events of 1974 and of the investigations carried out 11 years later for Granada's *World in Action* by the journalist Chris Mullin. Played by a star actor (Hart), Mullin is the star turn, penetrating with apparent ease those parts of the IRA that the official detectives seem unable to reach.

Having opened in film noir mode, with dark city streets and a treacherous woman, *Never Come Back* (BBC2, 9.25pm) turns into a Hitchcock-style chase thriller, complete with Hitchcockian guilt-transfer, as Desmond Thane goes on the run from Foster (James Fox) and his ugly thugs. The pace is terrific and Nathaniel Parker's Thane is developing into a memorable study of cynicism and mendacity.

Pick of the rest: the friendly afternoon medical series *The Treatment* (ITV, 2.00pm) is back, looking into a screening test on Down's syndrome for pregnant women and asking why so few hospitals offer it... and the science magazine *Antenna* (BBC1, 8.10pm) raises uncomfortable questions about the cost of nuclear power and the credibility of the Big Bang theory of the universe.

## BBC

6.00 *Celebs*  
6.30 *BBC Breakfast News* presented by Nicholas Witchell and Laurie Mayler. Includes regular news bulletins, business reports, sports summaries, regional news, weather, travel information and a review of the morning's newspapers by Paul O'Brien. 5.55 Regional news and weather.  
9.00 *News and Weather*. Followed by *Open Air*. Viewers comment on yesterday's television programmes.  
9.30 *Kilroy*. Robert Kilroy-Silk is in the chair for another topical studio discussion.  
10.00 *News and weather* followed by *Turnabout* (r).  
10.25 *Children's BBC* introduced by Simon Parkin begins with *Playdays* 10.30. *Junior* and the *Jet Set* (r).  
10.55 *Five to Eleven*. Gary Watson reads from the Gospel of Mark.  
11.00 *News and weather* followed by *Open Air*. Viewers comment on yesterday's television programmes.  
11.55 *Regional news and weather*.  
12.00 *News and weather* followed by *Daytime Live*. Magazine series presented by Alan Titchmarsh and Judith Spath. 12.55 *Regional news and weather*.  
1.00 *One O'Clock News* with Philip Hayton. Weather 1.30 *Neighbours*. (Ceefax)  
1.50 *Turnabout*. Word game show hosted by Rob Cullin. 2.15 *Killer*. Landing. Tedious spin-off from the *Dallas* saga.  
2.05 *Living with the Past*. Advice from Martin Lewis about what he to be organized immediately after a death. 2.30 *The Pink Panther Show* (r).  
3.30 *Freemantle* (r). 4.00 *Nick and Mac*. Comedy starring Michael Barrymore. 4.10 *The Further Adventures of SuperTed*. 4.25 *Jackanory*. John Sedberry with part three of William Shakespeare's *Domino*. 4.35 *Teenage Mutant Hero Turtles*.  
5.00 *Newsround* 5.10 *The Gift*. Episode one of a new six-part drama about a teenager with the gift of mind-reading, living with his grandparents in Wales.  
5.35 *Neighbours* (r). (Ceefax)  
5.50 *Six O'Clock News* presented by Andrew Harvey and Anne Ford. Weather.  
6.30 *Regional News Magazine*.  
7.00 *Wogan*. Terry's guests include veteran funny man Frankie Howerd. Plus the dubious delights of the final two entries for *A Song for Europe*.  
7.35 *Fanny Hill*. In complete contrast to Britain's adoption queue, Romania has almost half a million orphans living in appalling conditions. Though British adoption agencies are closed, cross-cultural adoption, many desperate couples are travelling abroad in search of a child. This *Sowa* follows a couple's visit to two Bucharest orphanages, revealing the obstacles and bureaucracy they face. The film examines the arguments for and against adopting from abroad, and John Humphrys chairs a studio discussion on the matter immediately after the film.  
8.00 *Dallas*. More Machiavellian mischief concerning Texas's first lady, this week from a power-hungry Cliff Barnes who seems to have the future of Ewing Oil at his mercy. (Ceefax)  
8.30 *Points of View* presented by Anne Robinson.  
9.00 *A Party Political Broadcast* on behalf of the Labour Party.  
9.05 *News and weather*.  
9.35 *Follow Your Nose*. *Griff Rhye* Jones visits some of the major projects in Britain which benefited from 1989's Red Nose day.  
9.50 *Q.E.D.: The Last Resort*. A thought-provoking documentary about depression and the brain surgery that some sufferers undergo after normal treatments for their condition have been unsuccessful. (Ceefax)  
10.20 *Sportnight* introduced by Steve Rider. Football highlights of tonight's fixtures at Wembley: England v Brazil; October: the best of the action from the last day's play in the third Test between West Indies and England. Snooker: news from the final quarter of this year's World Championship followed by live coverage of the draw for the first round.  
12.20am *Weather*

## ITV/LONDON

6.00 *TV-am* begins with *News* followed by *Good Morning Britain* presented by Linda Newson and Lorraine Kelly. After Nine includes guests actress Rosemary Smith, who has been named by *Time* magazine as one of the world's most powerful women, and the cooking canon, John Eley, who puts her resolve to the test with a recipe for orange glazed lamb.  
9.00 *News*.  
9.30 *Pyrexia*. The Pyrexia series, hosted by Steve Jones. The celebrity guests are Keith Chegwin and Janice Long. 9.55 *Thames News*.  
10.00 *The Time... The Place...* Mike Scott grins and chairs another discussion on a topical subject. This time the subject is the subject of the *Pyrexia* series, hosted by Steve Jones. The celebrity guests are Keith Chegwin and Janice Long. 9.55 *Thames News*.  
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12.30 *News*.  
1.00 *Home and Away*.  
1.30 *Thames News* and weather.  
1.35 *Santa Barbara*. Soap in which unstable acting moxie with unique props. Followed by *Crimebeat*.  
2.00 *The Treatment* (see Choice). 2.30 *Take the High Road*. Serial about the complicated lives of Highland folk.  
3.00 *Sound by Sound*. Bobby Crush tests three music acts on their knowledge of songs from film and shows 3.25 *Thames News* and weather. 3.30 *Coronation Street*.  
4.00 *Roll a Carton Club*. A special children's comedy series set in a fast-food restaurant starring Jennifer Cawthra and Paul Michael. 4.35 *Stage Boney and Friends*.  
5.10 *Blockbusters*. General knowledge quiz for teenagers and their mascots.  
5.40 *News* with Nicholas Owen. Weather.  
6.00 *Home and Away*.  
6.25 *Thames News* and weather.  
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12.20am *Weather*

## BBC

6.45 *Open University: Geology - Clays*. 7.10 *Chris Martin*. Polygraph Printer of *Arrested Development*.  
8.05 *News*. 8.15 *Thames News*.  
9.00 *News*.  
9.05 *Daytime* on two begins with religious education and includes 10.40 *Seals* and their uneasy relationship with humans. 11.35 *A maths lesson* in a school. 12.10 *Alternative energy* sources. 12.10 *Working in the television and media industries*.  
2.00 *News and weather* followed by *Storytime*. 2.15 *Country Fair*. Changing raw waste into energy (r). 2.40 *Under the Sea*. Two traditional Norfolk craft examined by Tom Salmon (r). 2.55 *The Travel Show* UK Mini Guides. Roger Wilkes explores Warwick (r).  
3.00 *News and weather* followed by *Knobs Exploring*. Tedious spin-off from the *Dallas* saga. 3.50 *News*, regional news and weather. 4.00 *The Salsa Show* (b/w) with the City Slickers and guest Jim Backus.  
4.30 *Plunder*. Richard Ingram selects favourite clips from the BBC's film and television archive. 4.50 *News*.  
5.00 *Film 90* with Barry Norman. The Oscar awards ceremony (r). 5.30 *Holiday 90* (r). (Ceefax).  
5.50 *News* followed by *The Investigators*. Science fiction. A cartoon starring Roy Thomas (r). 6.50 *Rough Guide to Careers*. The music industry (r).  
7.30 *Young Musician of the Year 1990*. The brass seminar introduced by Humphrey Burton and Mervyn Williams. The judges are comedist Elaine Williams, horn player Frank Lloyd, trombonist Andrew Berryman and composers Alan Hoddinott and Edw. and Gregson.  
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7.30 *Young Musician of the Year 1990*. The brass seminar introduced by Humphrey Burton and Mervyn Williams. The judges are comedist Elaine Williams, horn player Frank Lloyd, trombonist Andrew Berryman and composers Alan Hoddinott and Edw. and Gregson.  
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## Farmers lose milk levy battle

By Michael Hornsby  
Agriculture Correspondent

ASOMERSET estate, familiar to television viewers as the setting for the BBC's *To the Manor Born* comedy series, lost a legal challenge to the monopoly powers of the Milk Marketing Board in the European Court of Justice in Luxembourg yesterday.

The court upheld the right of the board to impose levies on dairy farmers who bottle and pasteurize their milk and sell it direct to their customers. Most of the 32,000 dairy farmers in England and Wales are obliged to sell their milk to the board at a price which it determines.

Cricket St Thomas Estate, near Chard, had challenged this system by refusing to pay the levies over several years, running up unpaid dues of some £250,000. The board took the estate to court, the case going first to the High Court in London, which then referred the matter to Luxembourg.

The board imposes a levy of about 4p a litre on some 2,000 licensed "producer retailers" in order to cancel out the advantage they would otherwise get from being able to sell their milk direct at a higher price than they would have been paid by the board.

"We have 600 dairy cows and produce about 8,000 gallons of milk a day which we have been bottling and pasteurizing ourselves for the past nine years," Mr Stephen Taylor, who runs the estate in partnership with his brother, John, said yesterday.

"We deliver half the milk to households and half to shops in the region."

"If our market is Europe, then our rules must be European. British dairy farmers can no longer be a special case with monopoly protection by statute."

"No other farmer in Europe pays a tax on milk he produces, manufactures and markets himself," he said.

The only qualification in the Luxembourg court's judgement was that the levies exacted by the board must satisfy European Community rules on "proportionality", and it left the exact amount of the levy to be determined by the High Court in Britain.

The brothers claimed this was "a major defeat" for the board. "There is no way the High Court will rule that a levy charge of over 4p a litre on a product that the board pay 18p for at the farm gate is a proportional charge for their services," they said.

However, the Luxembourg judgement clearly upholds the right of the board to impose the levies so as "to ensure equal treatment for all producers subject to the milk marketing scheme".

## Running Rugby into World Cup



AGAINST the famous backdrop of Rugby School, a group of 20th century enthusiasts, above, re-enact yesterday the birth of the modern game of rugby when, in 1823, William Webb Ellis picked up a football from a mêlée and ran with it. The occasion was captured in 1888, right, by the painter Thomas Henry.

Six leading international players - Gavin Hastings (Scotland), Philippe Sella (France), Dean Richards (England), Willie Anderson (Ireland), Robert Jones and Robert Norster (Wales) - were at the school to launch a charity event to underline the "youth is rugby" theme of the second World Cup (David Hanks writes). A specially designed ball will be carried, over 13 weeks, from Rugby School to Biarritz, then, by relays of running teenagers, through the host countries France, Ireland, Scotland, Wales and England.

It will reach Twickenham for the opening ceremony on Sunday, September 29, next year.



## MoD transfers jobs out of capital

THOUSANDS of jobs in the Ministry of Defence are to be transferred out of London in a £100 million move to Kewstam, near Bristol. The biggest single dispersal plan by the MoD in recent years is part of a major rationalization of its procurement executive, but "every effort" will be made to ensure there are no redundancies.

As it faces soaring costs in privately

leased buildings and increasing problems of recruiting and retaining staff in the capital, the Government is promoting devolution from London. Mr Michael Neubert, junior defence procurement minister, said in a Commons written reply that the move fixed for 1993, would involve 3,800 London-based posts.

Most posts are in the land and air systems controllerates, responsible for

the procurement of equipment, largely for the Army and the RAF. The other posts are the staff of the ordnance board and director-general of defence contracts. Some 2,700 jobs will be going to Bristol, while up to 1,300 largely clerical staff will be recruited locally.

The sea systems controllerate, in Bath, Portsmouth and Weymouth, will be brought together in Bath.

## Hong Kong scheme ready

Continued from page 1  
tions, their links with the United Kingdom, their ability to write and speak English, their age, and the likely difficulty of replacing their skills.

The highest points will go to those aged 30 to 40 and those shown by statistics to be the most likely to emigrate,

including computer workers and doctors.

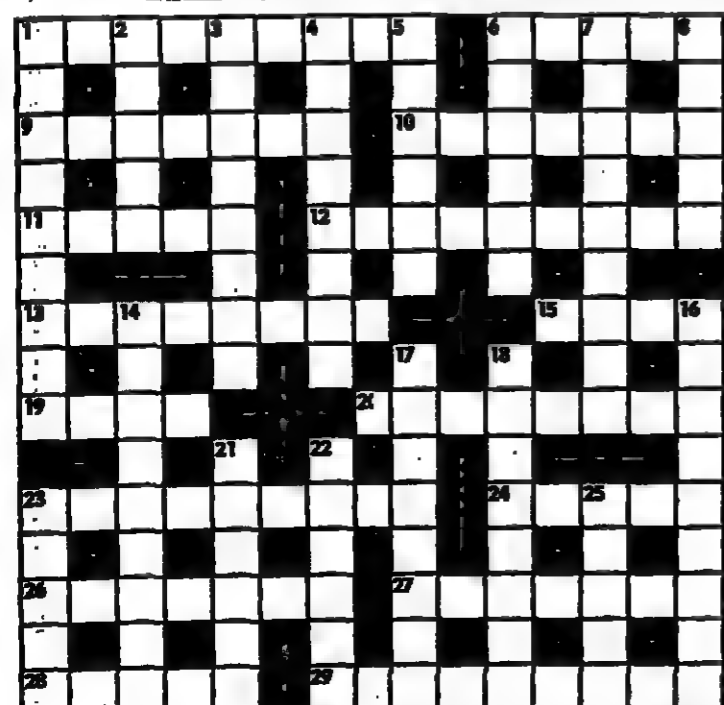
The Government is braced for one of its biggest rebellions over the Bill. As many as 80 Conservative MPs have expressed strong reservations about it, but the Government remains confident of securing a second reading, which will

probably be taken soon after Easter.

Labour is to oppose the Bill and may table a motion to take all its stages in the Commons. With Tory rebels supporting such a motion, it may well be passed. "We could be facing a long hot summer," one minister said.

Matthew Parris

### THE TIMES CROSSWORD PUZZLE NO 18,253



- ACROSS**
- Writer you once provided with quarters here (9).
  - Woman not at home in Gary's state (5).
  - Where the Head's found poetry by a former pupil? (7).
  - Past record of a man of the right (7).
  - Proceed prudently at first when holding a student dance (5).
  - Fertilizer a Welshman collected, wearing these overalls (9).
  - Dissipated girl in confinement (8).
  - Spoils exhibited by the god of war (4).
  - Sister, do we hear, with whom Landor strove? (4).
  - Protector Grace embraced at church party (5-3).
  - For example, worker involved in row in the plant (9).
  - This meeting is enough to ink a said (5).

**Solution to Puzzle No 18,252**

APRAISE PASSIM  
SLAND OBBSTI  
STANDOFFISHNESS  
INTERESTIP  
GUNNERA PARTNER  
HOUSEMAN WEMER  
LEGIT WEROLLESS  
A O A E G E  
TUMBLER DALLUME  
TOKC OUBR  
NOTWITHTHSTANDING  
UNO E T E E  
MARINA NITROGEN

- DOWN**
- Nervously tense when riding close (7).
  - Reproduce one in china - exactly what's needed (7).
  - Creature that stole gold from Hesiod's first woman (5).
  - One bringing action to game in Rialto, perhaps (9).
  - Fail in exam, being a field worker (9).
  - Songwriter with look-out that's unusual (5).
  - Sailors in house whistle and dance (8).
  - Continual aim in loading camouflage gun (8).
  - Some of this gives more than enough fuel (6).
  - When upset, thrash a boy, causing gloom (6).
  - A warning given verbally and referred to previously (9).
  - Animal seen outside near a deep chasm (5).
  - Only child to turn informer and reveal a secret? (9).
  - A tourist appears in these rigs at sea (9).
  - Line up, in truth, for cosmetic treatment (4-4).
  - Carol admits another girl is harshly critical (8).
  - Puzzle that has several variations (6).
  - Weapon of the sanctimonious upset a great many (6).
  - Provide a state of balance the French department lost (5).
  - Article written in the old way makes us froth and foam (5).

### WORD-WATCHING

A daily safari through the language jungle. Which of the possible definitions is correct?

By Philip Howard

**ADELANTADO**  
a. A Spanish graduate  
b. Poca dissimination of music  
c. A type of lean-stitch

**GELADA**  
a. Italian water ice-cream  
b. An Ethiopian headdress  
c. An ice house

**SALTEN**  
a. A salt works  
b. A diagonal cross  
c. The sea term

**WANZE**  
a. A money belt  
b. A Chinese yacht  
c. To diminish

Answers on page 22

### AA ROADWATCH

For the latest AA traffic and roadworks information, 24 hours a day, dial 0836 401 followed by the appropriate code.

**London & SE traffic, main roads**  
C. London (within M4 & S. C. 131)  
M-ways/roads M4-M1 732  
M-ways/roads M1-Dartford 733  
M-ways/roads Dartford-T. 734  
M-ways/roads M25-M4 735  
M25 London Orbital only 736

**National traffic and roadworks**  
National motorways 737  
West Country 738  
Wales 739  
Midlands 740  
East Angles 741  
North-west England 742  
North-east England 743  
Scotland 744  
Northern Ireland 745

AA Roadwatch is charged at 5p for 8 seconds (peak and standard) 5p for 12 seconds (off peak).

Concise Crossword, page 22

### WEATHER

Scotland and Northern Ireland will be mostly dry. A band of showers over eastern England and south Wales will move slowly south-eastwards into south-east England later this afternoon. The showers will tend to become more scattered as the day goes on with bright or sunny spells likely. The rest of Britain should be dry with bright or sunny spells. Temperatures about normal. Outlook: Dry with sunny spells.

### ABROAD

Temp	Wind	Cloud	Temp	Wind	Cloud
Algeria 13/25	1	Majorca 12/24	1	1	1
Alexandria 22/27	1	Malaga 18/24	1	1	1
Amman 15/21	1	Naples 17/23	1	1	1
Antwerp 15/21	1	Nice 18/24	1	1	1
Athens 21/20	1	Palma 18/24	1	1	1
Bahia 23/25	1	Paris 17/23	1	1	1
Batavia 23/25	1	Rome 18/24	1	1	1
Bombay 23/25	1	Seville 18/24	1	1	1
Buenos Aires 23/25	1	St. Pauli 18/24	1	1	1
Calcutta 23/25	1	Toronto 18/24	1	1	1
Cairo 23/25	1	Valencia 18/24	1	1	1
Canton 23/25	1	Vienna 18/24	1	1	1
Cebu 23/25	1	Warsaw 18/24	1	1	1
Colon 23/25	1	Zurich 18/24	1	1	1
Hankow 23/25	1				
Harbin 23/25	1				
Hong Kong 23/25	1				
Kobe 23/25	1				
London 13/25	1				
Lyons 13/25	1				
Manila 23/25	1				
Medan 23/25	1				
Osaka 23/25	1				
Perth 23/25	1				
Port of Spain 23/25	1				
San Francisco 23/25	1				
Singapore 23/25	1				
Sourabaya 23/25	1				
Taipei 23/25	1				
Tientsin 23/25	1				
Yokohama 23/25	1				

### AROUND BRITAIN

Temp	Wind	Cloud	Temp	Wind	Cloud
Southwold 13/25	1	1	1	1	1
Swansea 13/25	1	1	1	1	1
Wrexham 13/25	1	1	1	1	1
Cardiff 13/25	1	1	1	1	1
Belfast 13/25	1	1	1	1	1
London 13/25	1	1	1	1	1
Manchester 13/25	1	1	1	1	1
Edinburgh 13/25	1	1	1	1	1
Glasgow 13/25	1	1	1	1	1
Newcastle 13/25	1	1	1	1	1
Sheffield 13/25	1	1	1	1	1
Nottingham 13/25	1	1	1	1	1
Leeds 13/25	1	1	1	1	1
Sheff 13/25	1	1	1	1	1
Cardiff 13/25	1	1	1	1	1
Belfast 13/25	1	1	1	1	1
London 13/25	1	1	1	1	1
Manchester 13/25	1	1	1	1	1
Edinburgh 13/25	1	1	1	1	1
Glasgow 13/25	1	1	1	1	1
Newcastle 13/25	1	1	1	1	1
Sheffield 13/25	1	1	1	1	1
Nottingham 13/25	1	1	1	1	1
Leeds 13/25	1	1	1	1	1
Sheff 13/25	1	1	1	1	1
Cardiff 13/25	1	1	1	1	1
Belfast 13/25	1	1	1	1	1
London 13/25	1	1	1	1	1
Manchester 13/25	1	1	1	1	1
Edinburgh 13/25	1	1	1	1	1
Glasgow 13/25	1	1	1	1	1
Newcastle 13/25	1	1	1	1	1
Sheffield 13/25	1	1	1	1	1
Nottingham 13/25	1	1	1	1	1
Leeds 13/25	1	1	1	1	1
Sheff 13/25	1	1	1	1	1
Cardiff 13/25	1	1	1	1	1
Belfast 13/25	1	1	1	1	1
London 13/25	1	1	1	1	1
Manchester 13/25	1	1	1	1	1
Edinburgh 13/25	1	1	1	1	1
Glasgow 13/25	1	1	1	1	1
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Cardiff 13/25	1	1	1	1	1
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Belfast 13/25	1	1	1	1	1
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Glasgow 13/25	1	1	1	1	1
Newcastle 13/25	1	1	1	1	1
Sheffield 13/25	1	1	1	1	1
Nottingham 13/25	1	1	1	1	1
Leeds 13/25	1	1	1	1	1
Sheff 13/25	1	1	1	1	1
Cardiff 13/25	1	1	1	1	1
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Glasgow 13/25	1	1	1	1	1
Newcastle 13/25	1	1	1	1	1
Sheffield 13/25	1	1	1	1	1
Nottingham 13/25	1	1	1	1	1
Leeds 13/25	1	1	1	1	1
Sheff 13/25	1	1	1	1	1
Cardiff 13/25	1	1	1		



## TEMPUS

# Healthy life sustains Prudential

THE 9 per cent rise in pre-tax profits to £386 million reported by the mighty Prudential makes it sound as if 1989 was a pretty uneventful year. Nothing could be further from the truth, and although the overall figures were slightly above expectations, even the analysts were surprised at the size of the changes below the waterline.

It was a bad year for natural disasters, causing a £96 million downturn into loss from general insurance activities. The Pru needed to provide for a further £50 million against the Piper Alpha oil rig fire in 1988, most of which was run up by its Mercantile & General reinsurance business.

The chain of 750 estate agencies turned out to be a spectacular man-made disaster, with £17 million profits in 1988 displaced by losses of £49 million in 1989.

Nevertheless, these setbacks were offset by a 79 per cent rise in profits from life assurance, pensions and other long-term business to £359 million.

Mercantile & General has reviewed the likelihood of unexpectedly high AIDS-related claims, boosting reported profits by £25 million. And the decisions to pay higher bonuses to British policyholders and to raise the proportion of the actuarial surplus on the life fund attributed to shareholders from 8 to 10 per cent added £81 million.

Admittedly, that means two-thirds of the improvement in life profits was due to factors other than growth. But the ability to pay higher bonuses reflects the strength of life operations.

As the 9.2p dividend is 1½ times covered by life profits, analysts expect at least another year of 15 per cent growth, putting the shares at 201p on a prospective yield of 7 per cent.

At a time when many companies will be holding dividends at best, that could come to be seen as attractive.

## Bunzl

BUNZL, which took a number of knocks on its 1989 profit and loss account and balance sheet, will have to watch its share register lest any predator creep up while it fights to rise off its corporate knees.

The body blows include £3.5 million of currency losses and a fall in property profits to only £400,000 from £7.5 million in 1988, higher interest costs, at £15.2 million, exclusion of profits from businesses sold, and weak market conditions in some US market areas.

In addition, Bunzl adopted a stricter method of reporting Brazilian results, causing a £6 million hole, and shareholders' funds fell from £244.8 million to £233.7 million.

The outcome was a 1989 pre-tax profit of £65.4 million,



Eventful year: From left, Sir Brian Corby, Prudential's outgoing chief executive, Lord Hunt, outgoing chairman, and Mr. Mick Newmarch, chairman designate

down from £93.3 million, Bunzl's first profits and earnings setback since 1981.

The final dividend is held at 3.3p, but, thanks to generosity at the interim stage, the year's payment is 5.5p (5.7p).

Having cleared the decks, and with gearing down from a year-end 106 per cent to 67 per cent — and headed for 40 per cent this balance sheet date, if planned disposals go smoothly — Bunzl should stage something of a profit recovery in 1990. Interest cover, down from seven to four times,

should improve to end 1990 at between 12 and 15 times.

Certain areas of hope should lead profits forward, although until the cigarette market in China picks up the filters division will be slow.

The re-definition of Bunzl, now down to four business areas, should see a more even balance between any year's two halves, although little excitement should be expected from 1990's first half.

Sights should be set on the year as a whole. If time and business conditions stay on

Bunzl's side, 1990 pre-tax profits may be between £70 million and £75 million, to put the shares, at 96p, down 10p, on a prospective rating of 8.8. The 8.2 per cent yield adds to the message: hold.

**Hambro**  
**Countrywide**

A £9.53 million loss and the cancellation of the dividend at Hambro Countrywide may

not look healthy. Compare it with Prudential's £49 million estate-agency shortfall, and it sparkles.

The damage came from a 47 per cent collapse in housing sales to £3,400, worth £2.6 billion. However, Countrywide's rationalization, which included 4,000 job cuts and 40 branch closures, succeeded in more than halving the £6.62 million first-half loss.

The figures were also buoyed by profits of £2.8 million from the commercial side, and £4.5 million from life assurance. Without these, the core retail chain lost £14 million — £30,000 a branch. The branches have 80,000 unsold properties.

Mr. John May, the managing director, is optimistic. Volumes are up this year, he says, and the group broke even in January. The number of estate agents may be falling, but there is still overcapacity. The large agents are zealous in their belief they are there for the long term, and are waiting for their neighbours to bite the bullet. But no corporate pocket is bottomless and soon some of them may be forced to admit defeat.

Countrywide, 73 per cent owned by Hambros and Guardian Royal Exchange, is unlikely to be one of them. But at 43p a share, it is still at a premium to the market if it returns to profits of £15 million in 1991. Too high.

## BUSINESS ROUNDUP

## Company formed to buy telephone lines

THE first company formed to take advantage of a decision made last year by Ofcom, the communications industry regulator, to allow the resale of excess telephone network capacity, was launched this week.

National Network, administered and 90 per cent owned by Mr. Michael Davis, the founder of Windsor Television, has bought leases on the Post Office's excess British Telecom capacity and plans to expand this over the next couple of years. Mr. Davis is marketing his company as a potential competitor to BT and Mercury, but this claim is considered an exaggeration by Ofcom. National Network is charging a fixed fee of £2,000 a line, aiming at companies with widely dispersed networks in Britain.

## ASD boosts profit 8.9%

ASD, Britain's largest independent steel stockholding company, increased sales 41 per cent to £206 million for the year to December 31. With an 8 per cent market share, its pre-tax profits rose 8.9 per cent to £7 million, including a £1.8 million contribution from acquisitions. The total dividend rises to 3.4p (3p) on a proposed final of 1.7p. Earnings per share were 14.2p (15.5p). The shares lost 5p to 68p.

## THF buys Watergate

TRUSTHOUSE Forte has continued the British invasion of the American hotel industry with the \$30 million purchase of the Watergate Hotel in Washington. It bought the 237-room hotel from the British Coal Board Pension Fund, which had owned it since 1979. Trusthouse said it would spend between \$5 million and \$8 million on renovations to improve the hotel's ranking in the city.

## Clifford Foods falls

CLIFFORD Foods, the dairy products, fruit juice and convenience foods group, saw pre-tax profits fall by 38 per cent to £3.8 million in the year to end-December, despite a second half recovery. The profits decline was mainly due to increased competition and food scares.

Turnover climbed 9 per cent to £136.1 million. Earnings per share are reduced from 24.39p to 14.93p but the final dividend is maintained at 6.4p, making an unchanged total of 10p for the year. Interest costs increased by 69 per cent to £921,000. There were extraordinary gains of £1.15 million. Mr. John Clifford, chairman, said 1990 had started well with the first two months considerably ahead of 1989.

## Conder up to £10.4m

CONDER, the construction, prefabricated structures and property development group, announced increased pre-tax profits of £10.42 million, against £5.26 million, on a turnover up 76 per cent to £300 million in the year to December 31. A final dividend of 10p brings the total to 16p, compared with 11p for 1988. Earnings per share rose from 65p to 85p. A one-for-five share split is proposed.

## Abbey warns of Ir£5m loss

ABBIEY, the Dublin-based housebuilder, expects to make losses of about Ir£5 million (£4.84 million) for the current year due to a halving of land values in southern England. Mr. Ray Davis, the chief executive, said that writedowns to cover this slump in land prices will exceed trading profits. The group made Ir£12.6 million before tax in 1988. A decision about dividends has yet to be made.

## Trust hit by US costs

PRE-TAX profits at Scottish Heritable Trust, the property and industrial holding company based in York, were £10.1 million in 1989, down from £12.7 million in the previous year. Mr. Cochrane Duncan, the chairman, blamed the profits fall on a slowdown in British property sales and the start-up costs of a new modular housing plant in the United States.

Profits in the group's manufacturing division, including its Standard Brock fireworks company, were £1.6 million — a turnaround from a 1988 loss of £270,000. Earnings per share were 18p, down from 20.8p in 1988. An increased final dividend of 4p brings the year's total to 7p.

## LONDON TRADED OPTIONS

Option	Strike	Call	Put	Option	Strike	Call	Put
AAE	480	72	22	2	520	70	21
AAE	480	72	22	3	520	70	21
AAE	480	72	22	4	520	70	21
AAE	480	72	22	5	520	70	21
AAE	480	72	22	6	520	70	21
AAE	480	72	22	7	520	70	21
AAE	480	72	22	8	520	70	21
AAE	480	72	22	9	520	70	21
AAE	480	72	22	10	520	70	21
AAE	480	72	22	11	520	70	21
AAE	480	72	22	12	520	70	21
AAE	480	72	22	13	520	70	21
AAE	480	72	22	14	520	70	21
AAE	480	72	22	15	520	70	21
AAE	480	72	22	16	520	70	21
AAE	480	72	22	17	520	70	21
AAE	480	72	22	18	520	70	21
AAE	480	72	22	19	520	70	21
AAE	480	72	22	20	520	70	21
AAE	480	72	22	21	520	70	21
AAE	480	72	22	22	520	70	21
AAE	480	72	22	23	520	70	21
AAE	480	72	22	24	520	70	21
AAE	480	72	22	25	520	70	21
AAE	480	72	22	26	520	70	21
AAE	480	72	22	27	520	70	21
AAE	480	72	22	28	520	70	21
AAE	480	72	22	29	520	70	21
AAE	480	72	22	30	520	70	21
AAE	480	72	22	31	520	70	21
AAE	480	72	22	32	520	70	21
AAE	480	72	22	33	520	70	21
AAE	480	72	22	34	520	70	21
AAE	480	72	22	35	520	70	21
AAE	480	72	22	36	520	70	21
AAE	480	72	22	37	520	70	21
AAE	480	72	22	38	520	70	21
AAE	480	72	22	39	520	70	21
AAE	480	72	22	40	520	70	21
AAE	480	72	22	41	520	70	21
AAE	480	72	22	42	520	70	21
AAE	480	72	22	43	520	70	21
AAE	480	72	22	44	520	70	21
AAE	480	72	22	45	520	70	21
AAE	480	72	22	46	520	70	21
AAE	480	72	22	47	520	70	21
AAE	480	72	22	48	520	70	21
AAE	480	72	22	49	520	70	21
AAE	480	72	22	50	520	70	21
AAE	480	72	22	51	520	70	21
AAE	480	72	22	52	520	70	21
AAE	480	72	22	53	520	70	21
AAE	480	72	22	54	520	70	21
AAE	480	72	22	55	520	70	21
AAE	480	72	22	56	520	70	21
AAE	480	72	22	57	520	70	21
AAE	480	72	22	58	520	70	21
AAE	480	72	22	59	520	70	21
AAE	480	72	22	60	520	70	21
AAE	480	72	22	61	520	70	21
AAE	480	72	22	62	520	70	21
AAE	480	72	22	63	520	70	21
AAE	480	72	22	64	520	70	21
AAE	480	72	22	65	520	70	21
AAE	480	72	22	66	520	70	21
AAE	480	72	22	67	520	70	21
AAE	480	72	22	68	520	70	21
AAE	480	72	22	69	520	70	21
AAE	480	72	22	70	520	70	21
AAE	480	72	22	71	520	70	21
AAE	480	72	22	72	520	70	21
AAE	480	72	22	73	520	70	21
AAE	480	72	22	74	520	70	21
AAE	480	72	22	75	520	70	21
AAE	480	72	22	76	520	70	21
AAE	480	72	22	77	520	70	21
AAE	480	72	22	78	520	70	21
AAE	480	72	22	79	520	70	21
AAE	480	72	22	80	520	70	21
AAE	480	72	22	81	520	70	21
AAE	480	72	22	82	520	70	21
AAE	480	72	22	83	520	70	21
AAE	480	72	22	84	520	70	21
AAE	480	72	22	85	520	70	21
AAE	480	72	22	86	520	70	21
AAE	480	72	22	87	520	70	21
AAE	480	72	22	88	520	70	21
AAE	480	72	22	89	520	70	21
AAE	480	72	22	90	520	70	21
AAE	480	72	22	91	520	70	21
AAE	480	72	22	92	520	70	21
AAE	480	72	22	93	520	70	21
AAE	480	72	22	94	520	70	21
AAE	480	72	22	95	520	70	21
AAE	480	72	22	96	520	70	21
AAE	480	72	22	97	520	70	21
AAE	480	72	22	98	520	70	21
AAE	480	72	22	99	520	70	21
AAE	480	72	22	100	520	70	21

## Politicians plan law to foil BTR's Norton bid

From Philip Robinson, Los Angeles

POLITICIANS in Massachusetts are adding more legal weaponry to the anti-takeover arsenal that the United States company, Norton, is expected to use to fight the \$1.6 billion bid from BTR, the British conglomerate.

More than 20 senators and congressmen are sponsoring a Bill whose success would thwart any attempt by BTR to carry out its threat of sacking all Norton's directors at the American company's annual meeting four weeks tomorrow.

Mr. Kevin O'Sullivan, a state representative from Norton's home town, Worcester, Massachusetts, said: "BTR's bid showed up a loophole in the takeover laws we passed last year to keep our best companies free of these hostile bids, and we're about to plug it."

The new law, which the politicians are trying to push through in three weeks, would limit, to a third, the propor-

tion of directors that could be voted out in a proxy battle at an annual meeting.

Current rules allow the entire board to be sacked on a shareholder vote. With them would go all internal anti-takeover devices they had constructed.

The state has three laws designed to protect corporations from unwanted bids. One has been declared unconstitutional, and two others, enacted last year, have yet to be tested.

Of these, one freezes the votes of a hostile bidder and the other is designed to involve a predator in huge tax problems if it bids against the wishes of the target board.

BTR and Norton have reached an out-of-court settlement on the law already ruled unconstitutional.

But this still leaves Norton, its shareholders or the Massachusetts Secretary of State the option of invoking

either of the other two at any time.

Mr. O'Sullivan said: "I can see a great many court battles over the next few weeks and months."

"We have made our feelings known to BTR that we are going to fight this bid tooth and nail. We intend to enforce the latest anti-takeover legislation to the letter of the law, and put every obstacle we can in its path."

Mr. John Cahill, BTR's chief executive, met Mr. Michael Dukakis, Governor of Massachusetts, and other state politicians last week.

Mr. O'Sullivan said: "We've done some research on BTR, and I have no doubts that they intend to cut the workforce if they capture Norton."

Mr. Thomas White, a state senator and a co-sponsor of the Bill, said: "If these moves are criticized as being protectionist and against the free market system, then so be it."

## Warning to middlemen in council house sales

By Jon Ashworth

THE Office of Fair Trading is ready to ban intermediaries who give misleading advice to council-house tenants buying their own homes. Sir Gordon Borrie, Director General of Fair Trading, yesterday sent out a clear signal to brokers to clean up their act or risk the loss of their consumer-credit licence.

Sir Gordon said he was making a clear statement about the sort of behaviour which makes traders unfit to hold a licence. He said high-pressure selling and practices like "cold calling" would no longer be tolerated.

The warning is the first of its kind on council-house sales since the collapse of the Homes Assured Corporation last year. Homes Assured specialized in the right-to-buy market, arranging mortgages and endowment policies for council tenants, and assisting with home improvements.

The company was wound up in October with debts of £9.6 million. As many as 8,000 council-house tenants lost money in the collapse.

The number of companies acting as middlemen in the purchase of council homes has soared since the right-to-buy scheme was introduced in 1980. The firms usually make no charge to tenants, instead taking commissions on endowment mortgages and home-improvement packages.

# Willis Faber writes off £19.5m against merger

By Neil Bennett

WILLIS Faber, the City's second-largest insurance broker, has been forced to write off £19.5 million against its 1987 merger with Stewart Wrightson.

Part of the money is being spent on employing more than 100 people to sort through Stewart's broking records and try to recover unpaid debts from as far back as the 1970s.

A spokesman said: "We knew the records were in poor condition at the time. We didn't realize they would need this amount of work."

The company is, trying to collect the debts after it discovered an unspecified shortfall in Stewart's cash balances

after the merger. Willis spent £3.7 million on rectifying the records last year and estimates work will continue for another two years. The rest of the provision is intended to cover losses on property disposals after the group rationalized its separate operations.

Willis paid £254 million for Stewart in September 1987 in a move to combine its wholesale broking business with Stewart's retail brokerage. But the enlarged business was plagued with staff defections, which included Mr David Rowland, Stewart's chairman, who joined Sedgwick as chief executive in 1988. In addition to the Stewart write-off, Willis

has provided £3.7 million for losses on the Lloyd's syndicate 895 after settling out of court with the syndicate's 244 names. The syndicate incurred large losses between 1980 and 1982, at which point Willis acquired its managing agent. Willis has agreed to cover part of the losses.

The provision did not mar Willis's 1989 figures since it was charged directly against reserves. The company's pre-tax profits rose 15 per cent to £62.3 million, higher than analysts' forecasts. The final dividend of 8.15p, up 7 per cent, makes 12p for the year, a rise of 5 per cent.

Willis also made a £49.3

million extraordinary profit on the sale of its 20.4 per cent stake in Morgan Grenfell to Banque Indosuez and Deutsche Bank. Meanwhile, the final profit contribution from Morgan rose from £6.5 million to £10.7 million.

Willis increased its brokerage income by 4 per cent to £238 million, despite the softness of the London insurance market. It contained costs to a 7 per cent rise to £231 million.

The company was helped by high interest rates, which allowed investment income to rise 44 per cent to £29.7 million. Profits from Willis Faber & Dumas, the managing agent, halved to £1.6 million.

## French take 14% stake in Davy

By Jeremy Andrews

DAVY, Britain's largest process plant contractor, and Spie Batignolles, the leading French construction group, are to merge their metallurgical engineering businesses.

Spie is to sell Davy its fast-growing Clecim subsidiary for new shares worth £43 million, giving the French company a 14.7 per cent stake in Davy's equity.

Clecim, which is based in Paris and specializes in electric arc furnaces, rolling mills and process and finishing lines, also has operations in the United States and Spain.

Over the past three years, its turnover has more than doubled from £107 million to £232 million, while profits have quadrupled from £1.9 million to £8.25 million.

The new subsidiary's profits will account for a quarter of Davy's total on a pro forma basis.

Mr Michael Kingdon, Davy's chief executive, said: "I think we've made a good strategic move into Continental Europe without diluting our earnings."

There is a standstill agreement which prevents Spie from raising its stake in Davy within the next four years.

Spie has warranted that Clecim's profits in 1990 will be £170 million, though this figure may be reduced to £164 million depending on the performance of a specific contract.

Davy's shares rose by 9p to 245p on the news.

## Sale plan for Access processor

By Our City Staff

SIGNET, the Access credit card processing company, is being offered for sale by the four banks that own it.

Although the four, Midland, Lloyds, National Westminster and Royal Bank of Scotland, yesterday declined to comment on reports of sale plans, possible purchasers are being approached to assess their reaction if Signet were offered more formally.

A sale has been made inevitable by changes in the credit card market, in particular the ending of the polarization between banks offering Visa and those offering Access. With most banks now offering both, there is less need for a dedicated processor.

## COMMENT

# Why all roads appear to lead to the EMS

The London Business School has let the cat out of the bag on the delicate subject of Britain's entry into the exchange rate mechanism (ERM) of the European Monetary System. Without some way of preventing further depreciation of the pound, the Business School has concluded, the Chancellor will not achieve an inflation rate below 5 per cent in the course of next year towards which his efforts, both economic and political, are bent.

The LBS forecasts are no less fallible than anyone else's. But their conclusions are plausible, and their view of the economy tends to be closer to the Treasury's than any other outside forecaster's.

On the LBS view there is little hope of achieving an inflation rate as low as the forecast 7½ per cent by the final quarter of this year, in or out of the EMS. The Business School has run two alternative forecasts, the "soft option" of current policies and the "hard option" of no depreciation, and on neither does the inflation rate fall below 8 per cent by the end of this year.

Next year, however, different policies start to bring about divergent results. The soft option produces an inflation rate of about 5½ per cent by the end of the year, but the hard option brings it down to just under 5 per cent.

The LBS is sceptical that the Treasury's conventional assumption of an unchanged exchange rate will be borne out in reality without some policy change. They see sterling sliding from its present 87.5 on the effective exchange rate to 85 by the end of this year and 82 by the end of next. The obvious way to stop this is by joining the ERM, and as the former Chancellor, Nigel Lawson, implied in the Commons at the beginning of the week the sooner the better.

## P&O's silver lining

Growing concerns over the worsening housing slump have dogged the shares of Peninsular & Oriental for a year now. Over the past 12 months, P&O has underperformed the market by some 20 per cent. The reaction to the 1989 profits was lukewarm. The company and its shareholders will have to live for a while longer with the City's gloomy pre-occupation with housebuilding at the expense of the broad spread of other operations, mostly doing well.

If the tail is wagging the dog, P&O has not helped shareholders to measure accurately the extent of its exposure to building. The Bovis housing operations are lumped together with construction and development businesses. Stripping out the £21.9 million profit from the sale of shares in Taylor Woodrow, this division recorded a fall in operating profits of about 15 per cent to £134 million. It is clear that construction,

with a £5.5 billion order book and development activities made headway. The housing operations therefore fell much more than 15 per cent.

Not only did profits slump, but the extra work in progress contributed to a higher level of gearing, 65 per cent at the year end, and a near-50 per cent boost in interest charges.

In all, the market professed itself disappointed by a 19 per cent boost in profits to £376.7 million and is looking for further falls in housing this year. Shareholders can, however, look elsewhere for comfort.

The passenger shipping operations performed magnificently, chipping in profits of £110 million, against £50.4 million, and the momentum is set to continue with new cruise ships coming into service soon.

The container and bulk shipping side, down from £54.1 million to £33 million at the operating level, will benefit from a recovery in container shipping. And P&O has plenty of scope to boost cash flow by releasing properties from its investment portfolio.

With pre-tax profits of about £400 million in sight this year, the shares trade at below nine times likely earnings. For the longer term, this is far too low for a company with P&O's strengths, no matter how the bid battle for Laing Properties is finally resolved.

## Ridley's late take-off

Mr Nicholas Ridley, the Trade Secretary, has adopted a flak-jacket approach to competition policy by his intervention in the thorny matter of European airline regulation. Despite an ongoing investigation by the competition authorities in Brussels, Mr Ridley referred the proposed three-way link between British Airways, the Belgian carrier Sabena and Holland's KLM for Monopolies Commission scrutiny.

Mr Ridley has left it late. Brussels is expected to deliver a judgment by the end of the week; the MMC has until the end of June to complete its deliberations. Two investigations into the same proposals would strike most businessmen as one too many, especially as Brussels assumes much wider responsibilities within the community for resolving such complex pan-European competition issues as soon as September 21.

There is also a danger that the Commission may be tempted to throw the baby out with the bathwater and block a merger that will form a powerful European competitor to US airlines for the sake of narrow and relatively small-scale domestic operations. Such an outcome in the name of greater competition might easily have the reverse effect.

## Profit at S & F up to £22m

SINGER & Friedlander, the merchant banking and investment group, increased pre-tax profits 12 per cent to £22 million in 1989. The final dividend is 1.5p (1.25p), to make 2.5p, up 25 per cent.

Investment activities benefited from the £53 million raised from the Centrovinc Estates in 1988, making £6.90 million, up 93 per cent. The bank advanced 9 per cent to £13.1 million. The asset-management arm attracted £50 million to lift total funds to £850 million.

## C & L advice

Coopers & Lybrand Deloitte, the accountant, has been appointed to advise on the accounts of ECGD insurance services, based in Cardiff, which becomes a public company in April 1991.

## Runciman bid

Walter Runciman, the transport to insurance group, seems to be escaping Avenas's £48 million bid. Avenas has secured just 0.15 per cent acceptances. It now controls 33.1 per cent.

## QS to list

QS, which sells clothing, is coming to the market via a placing by Panmure Gordon of 10.8 million shares at 100p, giving the group a market capitalization of £39 million.

## BP pay rise

Sir Peter Walters, retiring chairman of BP, had a 38 per cent pay rise to £708,722 in the year to end-December.

## Continental Motor Centre

Continental Motor Centre Limited of Tufnell Park Garage, Campden Road, London N7, has asked us to point out that it does not have any business connection with Ideal Nippy Ltd, other than that it underlet part of the first floor and second and third floors of premises at 110 Camden Road to that company. Continental points out it did not know Ideal Nippy was involved in financial services at that address, but believed it was a motorcycle dispatch company. The terms of the tenancy only permitted the use of the offices for this purpose.

## Out on his rump — via Trump

NEW York property tycoon Donald Trump has received blanket coverage in recent weeks for his extramarital affairs — but his good-natured charm does not, it seems, extend to investment analysts, especially when those analysts dare to cast doubt on his \$1.5 billion — according to *Forbes*, but not his wife Ivana — property and casino empire. Wall Street firm Janney Montgomery Scott has just fired its casino analyst Marvin Roffman after Trump threatened legal action over comments he made about his casinos. Roffman's "crime" concerned Trump's latest 1,250-room casino in Atlantic City — due to open next week — which is being partially funded by a \$675 million issue of mortgage bonds. After Trump himself admitted that the casino would need to gross \$1 million a day to cover operating costs and interest, Roffman did a few sums and concluded — in an article in the *Wall Street Journal* — that turnover would fall short of that target. Trump, clearly unappreciative, immediately wrote to the investment bank threatening legal action unless the said analyst made a public apology or was dismissed. The firm chose the latter course of action and Trump now says: "It was a wise decision."

## Hard times

WALL Street may have had a bad time last year, but it does not seem to have been rejected in the annual pay

## Marley hit by rate rise

NICK GOLDFINGER



Marley's George Russell: hoping to ride out the storm

MARLEY, the diversified materials supplier to the building and construction trades, saw 1989 pre-tax profits struck down from £70.2 million to £56.2 million because of difficult UK market conditions.

Operations involving concrete blocks and bricks were particularly hard hit. Mr George Russell, the

chief executive, says the decline was severe in the second half as interest rate increases began to bite, and even if interest rates fell this year, it would not be before 1991 that Marley would benefit. Worries over the poll tax were another negative factor.

Profits from overseas companies increased, which helped stem the profits slide.

Mr Russell said Marley had the ability to ride out the storm. "However, our expectation is there will be no significant reduction in UK interest rates during 1990."

Marley managed a 1989 turnover of £638.4 million against £600.3 million, and is holding its final dividend at 4.25p a share, payable June 1, making an unchanged 6.35p a share payment for the year.

## Steetley rise beats forecasts

By Philip Pangalos

EXPANSION in France and strong progress abroad helped offset the downturn in British building materials at Steetley, the bricks, tiles and quarry products group.

Pre-tax profits advanced by 27 per cent to £110.9 million in the year to end-December, ahead of market forecasts. Turnover was up 25 per cent to £554.6 million, as the benefits of Steetley's European expansion came through.

Earnings per share rose by 15 per cent to 45.96p. The

final dividend is improved from 7.5p to 9p, making a total of 13.75p for the year, compared with 11.5p last year.

Turnover for bricks, tiles and concrete products fell by 3 per cent to £127.6 million and now accounts for 19 per cent of the group's activities.

Quarry products, which have benefited from strong growth and acquisitions, saw turnover advance to £424.5 million, making up 54 per cent of the group's turnover.

Steetley has expanded rap-

idly since 1985, spending more than £100 million on French quarries, to become the largest aggregates producer in France. Last week's £92 million acquisition of the independent supplier, Gobrita consolidated this position.

Mr David Dome, the chairman, said the current year had started well.

Interest costs were reduced to £4.55 million, with gearing at 24 per cent at the end of last year. The shares firmed by 1p to 390p.

## Part-time racer

HISTORY has repeated itself for Michael Dunn, the engineering director at Rolls-Royce Motors, although this time around it has come to a somewhat different conclusion. For Dunn, who is to become the part-time chairman of the Cosworth engine business, which is in the process of being acquired by Vickers, has revealed that several months ago he had almost been poached for the same job by Cosworth itself. Regarded in the trade as "a bit of a boffin" — he held a number of senior engineering positions at Ford Europe before going to Rolls-Royce in 1983 — Dunn was originally approached by Cosworth's chairman Mike Costin, who wanted to retire and was seeking a successor. Just as Vickers was beginning to cast covetous eyes over Cosworth — unbeknown to Dunn — Dunn decided that he could best help Cosworth by taking a non-executive role there while continuing with his full-time job at Rolls-Royce. "That didn't fit for Cosworth who were looking for a full-timer," says Dunn. Talks were broken off just as the Vickers-Cosworth discussions got off the ground and now Dunn has been offered the chair by Vickers' chairman Sir David Plastow. Clearly having been fully briefed on previous events, Plastow warned him jokingly yesterday: "Part-time this may be, but it is absolutely an executive job, where you definitely carry the can."

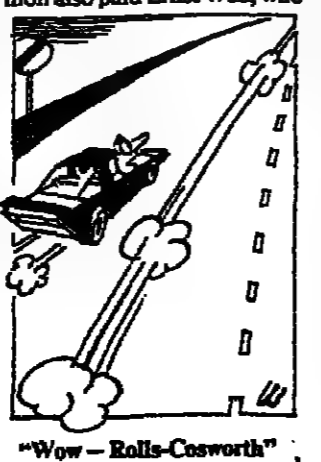
Carol Leonard

## THE TIMES CITY DIARY

### A flier on GrandMet

CITY drinks analysts will be scrutinizing their newspaper with even more interest than usual this Saturday — because there could be as much as £200 in it for them. That is how much is up for grabs in a sweepstake riding on the back of a tour being conducted for the brewery experts of GrandMet's operations in the US. For no sooner had the wheels of the fully-laden

aircraft left the ground at Heathrow, on what promises to be a "gruelling" week-long trip, than one budding entrepreneur on board had arranged a £5 a head sweepstake on just what the trip would do to GrandMet's share price according to Saturday's paper. The shares ended last week at 596p apiece. Bets in the sweepstake range from 570p to 640p.



"Wow — Rolls-Cosworth"

runs its successful Phibro Energy oil operations, \$6.4 million while American Express chairman James Robinson Lechman and Messel employees will be delighted to learn — earned \$2.6 million.

### Off junk heap

SALOMON Brothers has become the latest securities house to benefit from the decline of junk bond king Drexel Burnham Lambert — by hiring three of its former junk bond experts in New York. Joseph Benicewicz, previously senior vice-president of Drexel's junk bond desk, will be named director of high-yield research at Salomon with effect from April 2, while Donald Mullen, a top junk bond salesman, started as a Salomon managing director on Monday. Completing the hat-trick, Jon Budish, a former Drexel trader, joined Salomon as a vice-president on its trading desk last week.

# 9 billion reasons why investment here is such a good idea.

Of the billions of dollars invested by overseas companies in Ontario, Canada over the last few years, at least 9 billion of them belonged to British companies.

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But the real beauty of a place that experienced the world's fastest industrial growth between 1984 and 1988 is that economic development (700,000 new jobs in the last five years) has not been at the expense of the environment.

The Ontario wilderness remains vast and magnificent while cities like Toronto, the provincial capital combine a sophisticated international financial community with an enviable quality of life.

Over half of all venture capital raised in Canada is spent in Ontario by companies like Hillsdown Holdings, Allied-Lyons, Marks and Spencer and Hammerson.

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## BUSINESS AND THE ENVIRONMENT

# Patten calls on UK industry to meet pollution challenge

At a conference hosted by Coopers & Lybrand Deloitte and The Times, the Environment Secretary gave a warning against missing key technological opportunities

THE growing demand for environmental technology offers "huge opportunities" to industry, Mr Chris Patten, Secretary of State for the Environment, told leading industrialists yesterday. But, he gave warning that these opportunities could be missed.

Mr Patten, addressing the Business and the Environment Conference organized by Coopers & Lybrand Deloitte and The Times, said he hoped the emerging market in pollution control technology would not provide opportunities simply for the Germans and the Japanese.

Conservative estimates, he said, put the worldwide market in pollution abatement and clean technology at £100 billion or more, with large growth expected everywhere, particularly in Eastern Europe and the Pacific rim.

"The current UK pollution abatement market is valued at over £3 billion for manufacturing industry with growth of around 9 per cent a year expected over the next 10 years," he said. "I hope that won't be regarded exclusively as a challenge for German and Japanese manufacturers."

The West European market, he said, was now estimated at about £20 billion and expected to increase to £30 billion by the end of the decade. In addition, there were the expenditure programmes of the utilities - £26 billion on environmental improvements by the British water industry and a possible £6 billion by the electricity generating companies - over the next 10 years.

"Our industry has a good share in some segments of the market; for instance, in environmental consultancy, materials recovery and sewage treatment," Mr Patten said. "But it is less strong in others, for instance, waste incineration and waste-handling equip-



ment. To the best of our knowledge the relative share of the UK in the world market is in decline. Clearly, there are opportunities to change this position."

But the opportunities, huge though they were, were only part of the story, Mr Patten told the leaders of large manufacturing and financial companies.

In a speech covering many aspects of industry's attitude to the environment, Mr Patten set out some powerful home truths, referring to "the destructive potential of industry," which for a period had been given too little weight.

"The environment is a

strategic issue for every business, from product design, right through to marketing, packaging and disposal of the final product. Environmental performance will increasingly be a key factor in competitiveness across the board.

"The market and political pressures on businesses to be green are pervasive. It is the depth and breadth of this pressure which tells you clearly it is not going to go away. It is not a passing fad. Indeed, I am quite confident that it will continue to gather momentum."

The prizes would go to those who followed, anticipated and even led consumer preference for environmentally friendly goods and services, he said. "Those who do not will increasingly lose their competitive edge."

Mr Patten invited industry to go forward in a number of environmental areas. Public access to environmental information, as envisaged in the Green Bill going through Parliament, was "not an unnecessary imposition on industry."

He said: "It is absolutely essential to the retention of public confidence."

Environmental audits of a company's performance had a particularly important part to play. "I suggest that it would be to companies' advantage to go further still and produce public statements setting out their environmental policies and their performance in meeting regulatory requirements."

Among the benefits of doing so would be the recruitment and retention of employees. "No one will want to work for a company with a rocky reputation on the environment."

And the economics of waste minimization would "loom increasingly large in your investment plans," he said. "Waste is literally what it says and minimizing waste means minimizing costs."

Mr Patten said he wanted very much to hear industry's views in shaping his forthcoming White Paper on the environment, which will be published in the autumn. "I hope that in the lead up to it there can be a constructive dialogue between business and Government," he said.

Michael McCarthy, Environment Correspondent

## Four vital issues in 'decade of obligation'

FOR business, the Eighties were the decade of opportunity, but the Nineties are the decade of obligation, the conference was told by Mr Brand-Gough, the chairman of Coopers and Lybrand Deloitte (Michael McCarthy writes).

"Even at this very early stage the atmosphere is perceptibly different," Mr Gough said, adding that he identified four issues of strategic importance related to the environment.

The first was whether business would take the initiative, or wait for legislation.

The second was globalization: the developed countries must not export their pollution to the third world.

The third was whether or not we had enough time for rational analysis.

"The environmental issues are complex, but they're also highly emotive," he said. "Business doesn't have much time left to put its side of the case."

The final issue was "the threat from The City," Mr Gough maintained. "There is growing criticism of the short-term focus of our professional investors," he said. "Businesses are under constant pressure to deliver earnings growth, but environmental investments are essentially long-term in nature. So the great question is: will the City play its part?"

Mr Tom Burke, director of the Green Alliance, said business had to "close the gap" between public expectations and its performance.

"Environmental spending shouldn't be capital expenditure with a green ribbon around it; the public needs proof that industry is taking concrete steps towards achieving its targets."

Mr Tom Burke, director of the Green Alliance, said industry initiatives would only be successful with the backing of the City.

"What industry requires is City understanding if the corporate response is to be anticipatory rather than reactive; opportunity-led rather than constrained," Mr Burke told the conference yesterday.

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## British and American TV firms join forces



Robert Wussler: 'we can be each other's eyes and ears'

COMSAT Video Enterprises, the American satellite company which beams seven video channels directly into 350,000 US hotel rooms, has linked up with a British television programme distributor to tap cable television, satellite and video opportunities in Britain and Europe, (Melinda Wittstock writes).

It has hired HIT Communications, which distributes such programmes as *Spitting Image* and *The Muppets* to more than 120 countries, to help it identify opportunities to acquire cable television franchises and expand its video network and television services outside the US.

Mr Robert Wussler, president and chief executive of COMSAT, would not reveal the terms of the deal but said the link-up would be of great financial benefit to both companies.

"We can be each other's eyes and ears, keeping each other informed about our

respective marketplaces," he said. Mr Wussler was with CBS Television Network and CBS Sports before joining Mr Ted Turner, the American television entrepreneur, to become senior executive vice-president of Turner Broadcasting System Inc.

He said CVE, a subsidiary of COMSAT, an international telecommunications company started 26 years ago by the US government, will also set up joint ventures with HIT to produce television shows and films for the cable and satellite markets.

Mr Peter Orton, founder and managing director of HIT, said both companies will announce specific cable television joint ventures in Eastern Europe and the Soviet Union within three months.

Deals with British and European hotels for in-room pay television and video-conference facilities will also be announced shortly, he said. HIT, part of the Metro

Cable consortium bidding for three British cable franchises, said it was looking forward to the opportunities presented by the development of satellite and cable TV throughout Europe.

"Very soon we will all be choosing what we want to watch on television effectively from an 'a la carte' menu which allows us to watch what we want when we want to watch it," he said.

He said COMSAT's pioneering compressed video technology will enable cable TV and video companies to transmit tailor-made television directly into homes on a low-cost subscription basis.

The link-up between HIT, which is 30 per cent-owned by the USM-quoted Fleetech, and CVE comes as North American video and telephone companies have committed themselves to investing £4 billion to connect 14.5 million British homes to cable television by 1995.

## Taking North Sea rigs out of service 'will cost £4bn'

By Our Industrial Staff

THE cost of de-commissioning offshore oil and gas installations is expected to be about £4 billion in the British sector of the North Sea alone, Mr Peter Morrison, Energy Minister, said.

"The North Sea accommodates a mere 5 per cent of the world's platforms by number. However, the size and complexity of North Sea installations, designed to withstand extreme wind and wave conditions, will account for a very significant proportion of removal costs," he told OAR 90, the Offshore Abandonment and Removal conference in Aberdeen.

Mr Morrison said British tax concessions on offshore abandonment announced in the Budget were generous. Operators will be able to set 100 per cent of de-commissioning costs against corporation tax - instead of a previous 25 per cent.

He expected Britain to be

self-sufficient in oil until at least the mid-1990s. But forward planning was essential and "the best organized families plan for funerals a long way ahead."

Those who forecast the end of the North Sea field in the mid-90s were being pessimistic, he said, adding that he made his judgment on recent discoveries and forecasts of levels of investment. He planned to announce a new initiative to encourage exploration in the frontier areas.

● The Royal Bank of Scotland specialist oil team said a big recovery in British oil output this year was unlikely, chiefly because of bad weather and maintenance shutdowns.

The bank, which keeps a close watch on North Sea oil activity, said its monthly index of British production (base, 1980: 100) fell last month to 116.7, down 4.7 from January and the lowest since last July.

## L&M gain is below forecasts

By Angela Mackay

A LOWER than expected profit for 1989 pushed the share price of London & Metropolitan, the property development group, 6p lower to 114p. Analysts had forecast pre-tax profits of £18 million, but they climbed only to £15.5 million, from £13.8 million.

The final dividend edges up to 4.25p, making 6.25p for the year. Earnings per share increased from 20.5p to 21.32p.

Last year, the group completed the Whiteleys retail complex in Bayswater, central London, which is almost fully let. Analysts suggested that London & Metropolitan's 70,000 sq ft development in St James's Square, however, had not been as successful and had held back performance.

Current projects include a 450-acre golf and leisure complex in the south of France and the group's two biggest London projects, County Hall and Spitalfields.

Directors said continuing high interest rates and lack of institutional interest in property investment were of concern this year.

## Training awards present challenge for fourth year

By Derek Harris, Industrial Editor

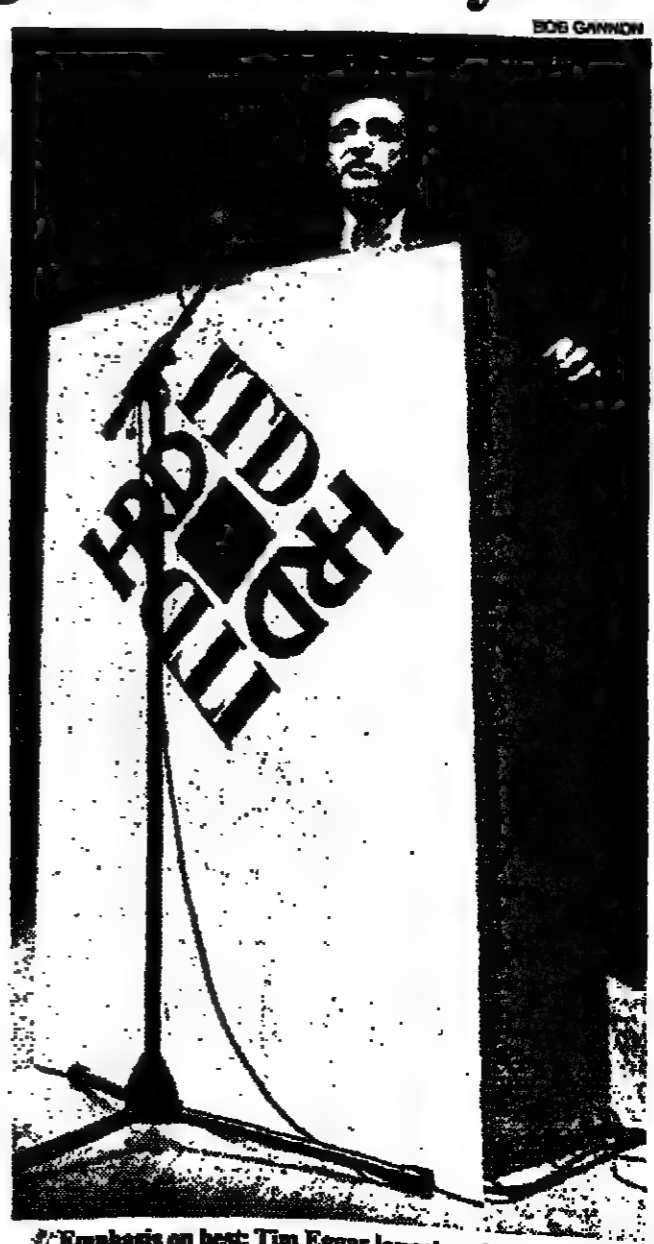
THE National Training Awards, regarded as Britain's leading training competition, were launched into their fourth year by Mr Tim Eggar, the Employment Minister, speaking at the Human Resource Development Week conference in London.

The Times is again giving a special award for training related to the single European market. Channel 4's *Business Daily* programme is making one for strategic development of training to meet organizational and business objectives.

The closing date is May 25 and the winners will be announced in November. Last year, there were 80 awards and more than 1,300 entries. Past winners have reported benefits including an increase in customer awareness for products or services, improved quality of potential recruits and a boost in employee morale and loyalty.

There are three categories: training undertaken by employers, training done for employers by training providers, and innovation and/or development of training methods or media that have proved effective for a client.

Mr Eggar said: "The National Training Awards provide an opportunity to reward the best while offering a challenge to every other organization in the country." Details from National Training Awards, Freeport, Gloucester GL7 1BR. Freephone 0800 590 926.



Emphasis on best: Tim Eggar launches the awards



Bennett: voluntary limits

## Special incentives ruled out

MR Christopher Patten, the Secretary of State for the Environment, has ruled out the inclusion of any special incentives for the City to support British industry in its attempts to clean up and protect the environment in his White Paper to be published this year.

In response to concern over the damaging effect of City short-termism on industry's efforts to clean up its act, Mr Patten said the Government's plans to encourage industry to take a leading role on green issues with its own "market-based initiatives" were incentive enough.

"I think the clarification of where we

think industry and government should be moving is as much an incentive as banks and investment managers should look for," he told the conference.

"I wouldn't envisage more carrots or lollipops than that," he said.

However, Mr Brandon Gough, the chairman of Coopers & Lybrand Deloitte, the firm of accountants, pointed to growing criticism of the short-term focus taken by professional investors in the City.

"Business is under constant pressure to deliver earnings growth, yet environmental investments are essentially for the longer term," he said. Mr Gough

questioned, however, whether the City would play its part in recognizing the immense level of capital expenditure needed to finance alternative and low-cost procedures for saving energy and cutting down on pollution.

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## 'Profit is not all' Framework for industry

BUSINESSMEN and women are motivated by sentiments other than pure profit. These can be harnessed by people who care about the environment, Mr Simon Jenkins, Editor of *The Times*, told the conference.

He said that the accusation made against businessmen that they were solely motivated by profit was very rarely the case. "They're motivated by a whole range of unquantifiable sentiments."

"Some have to do with the esteem in which they're held by their colleagues, and frequently they're seeking publicity for themselves, or some other form of immortality. "But whatever the case, very rarely is the sole purpose

for a man or woman going into business just to make money, and I therefore think the task of those people who care deeply about the environment is not just economic. It is to try to harness that unquantifiable in the motivation of businessmen - harness it to the environmental cause."

"You've got to persuade them that the environment is about a wider cause than purely the profit motive, and because most businessmen are not purely interested in the annual bottom line, it should not be impossible to persuade them that one of the causes that business enterprise is about is the future of the planet, in the widest and the narrowest sense."

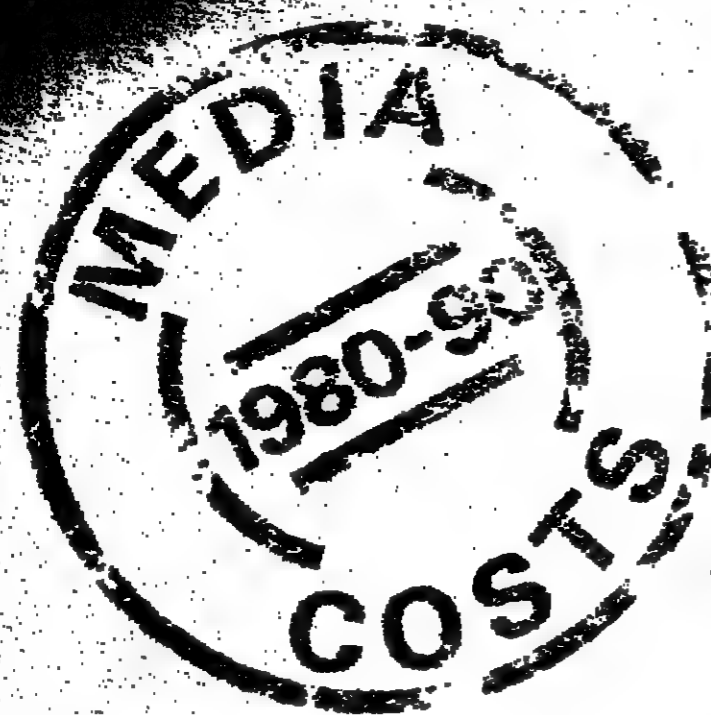
FIVE elements of environmental policy which management might find acceptable for industrial sites were outlined by Sir Alistair Frame, chairman of RTZ. They are: ● Criteria should be scientifically based and address priority issues, but the importance of politically and pressure group-inspired regulation has also to be accepted and subjected to close scrutiny. ● For the main pollutants, criteria will increasingly be derived from European Community directives, which must be seen to be implemented rigorously in Britain. ● Implementation and enforcement must be rigorous and be seen to be so from official publications which are



Sir Alistair: five times

understood by professionals and the general public. ● Policies should impose acceptable standards for disposal of products, even though these may in due





POSTERS  
+106%

RADIO  
+62%

TV  
+61%

PRESS  
+28%

DIRECT MAIL  
-4%

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(THAT'S THE BOTTOM LINE.)

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Allowing for inflation, first and second class post is actually cheaper than it was ten years ago.

Which leaves us in a rather unusual position: at the bottom of the pile.

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# Portfolio

## PLATINUM

From your Portfolio Platinum card check your eight share price movements on this page only. Add them up to give you your overall total and check this against the daily dividend figure. If it matches you have won outright or a share of the daily prize money. If you win, follow the claim procedure on the back of your card. Always have your card available when claiming. Game rules appear on the back of your card.

No.	Company	Group	Gain or Loss
1	Olive Hilda	Paper, Print, Adv.	
2	Chronic	Property	
3	Nitin Foods (sa)	Foods	
4	Levered	Building, Roads	
5	Mohs	Industrials L-R	
6	Lep	Transport	
7	Ford Mde	Industrials S-Z	
8	Kode	Electricals	
9	Ward Group	Building, Roads	
10	Harmon Ltd	Electricals	
11	Travix Parks	Building, Roads	
12	FR Group	Motor, Aircraft	
13	Rich Lovell	Foods	
14	TT Group	Industrials S-Z	
15	Contam	Building, Roads	
16	Clark (Matthew)	Breweries	
17	Bridport-Gundry	Industrials A-D	
18	More O'Ferrall	Paper, Print, Adv.	
19	Johnstone Press	Newspapers, Pub.	
20	Manders	Building, Roads	
21	Babcock	Industrials A-D	
22	Smart (J)	Building, Roads	
23	RM Gp	Industrials A-D	
24	Canary	Bank, Discount	
25	Indie, Math	Industrials E-K	
26	Hewitt (J)	Industrials S-Z	
27	Scape	Industrials S-Z	
28	Sinclair Goldsmith	Property	
29	Bapridge Brick	Building, Roads	
30	Mang Bronze	Industrials L-R	
31	Br Dredging	Building, Roads	
32	Worcester	Industrials S-Z	
33	Allied Text	Textiles	
34	Brustang	Paper, Print, Adv.	
35	Baileys	Foods	
36	Hall Eng	Industrials E-K	
37	Wace	Paper, Print, Adv.	
38	Lon Int	Industrials L-R	
39	Amsted (sa)	Electricals	
40	Emes	Electricals	
41	Usher Walker	Paper, Print, Adv.	
42	Clifford Foods 'A'	Foods	
43	Honda Motor	Motor, Aircraft	
44			

Please take into account any minus signs

Weekly Dividend						
Please make a note of your daily totals for the weekly dividend of £4,000 in Saturday's newspaper.						
MON	TUE	WED	THU	FRI	SAT	TOTAL

Mr David Bevan, of Chepstow, Gwent, was the only claimant for yesterday's prize in The Times Portfolio Platinum competition, and wins £2,000.

## BRITISH FUNDS

1989/90	High	Low	Start	Price	Change	%	YTD
1	100.00	99.00	100.00	99.50	-0.50	-0.5	-0.5
2	100.00	99.00	100.00	99.50	-0.50	-0.5	-0.5
3	100.00	99.00	100.00	99.50	-0.50	-0.5	-0.5
4	100.00	99.00	100.00	99.50	-0.50	-0.5	-0.5
5	100.00	99.00	100.00	99.50	-0.50	-0.5	-0.5
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FIVE TO FIFTEEN YEARS						
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OVER FIFTEEN YEARS						
1	100.00	99.00	100.00	99.50	-0.50	-0.5
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30	100.00	99.00	100.00	99.50	-0.50	-0.5
31	100.00	99.00	100.00	99.50	-0.50	-0.5
32	100.00	99.00	100.00	99.50	-0.50	-0.5
33	100.00	99.00	100.00	99.50	-0.50	-0.5
34	100.00	99.00	100.00	99.50	-0.50	-0.5
35	100.00	99.00	100.00	99.50	-0.50	-0.5
36	100.00	99.00	100.00	99.50	-0.50	-0.5
37	100.00	99.00	100.00	99.50	-0.50	-0.5
38	100.00	99.00	100.00	99.50	-0.50	-0.5
39	100.00	99.00	100.00	99.50	-0.50	-0.5
40	100.00	99.00	100.00	99.50	-0.50	-0.5
41	100.00	99.00	100.00	99.50	-0.50	-0.5
42	100.00	99.00	100.00	99.50	-0.50	-0.5
43	100.00	99.00	100.00	99.50	-0.50	-0.5
44	100.00	99.00	100.00	99.50	-0.50	-0.5

INDEX-LINKED						
112% 100%	Treasury	11%	2%	1980	112%	
117% 94%	Treasury	11%	2%	1981	104%	
116% 130%	Treasury	11%	2%	1986	131%	
131% 118%	Treasury	11%	2%	2001	125%	+5%
127% 112%	Treasury	11%	2%	2003	120%	+5%
131% 111%	Treasury	11%	2%	2005	125%	
122% 111%	Treasury	11%	2%	2009	116%	
126% 114%	Treasury	11%	2%	2011	118%	
110% 94%	Treasury	11%	2%	2015	100%	
115% 102%	Treasury	11%	2%	2016	101%	
112% 100%	Treasury	11%	2%	2020	104%	●
95% 84%	Treasury	11%	2%	2024	87%	

[illegible]

## UNLISTED SECURITIES

1989/90					1990/91					1991/92					1992/93					1993/94					1994/95					1995/96					1996/97					1997/98					1998/99					1999/00					2000/01					2001/02					2002/03					2003/04					2004/05					2005/06					2006/07					2007/08					2008/09					2009/10					2010/11					2011/12					2012/13					2013/14					2014/15					2015/16					2016/17					2017/18					2018/19					2019/20					2020/21					2021/22					2022/23					2023/24					2024/25					2025/26					2026/27					2027/28					2028/29					2029/30					2030/31					2031/32					2032/33					2033/34					2034/35					2035/36					2036/37					2037/38					2038/39					2039/40					2040/41					2041/42					2042/43					2043/44					2044/45					2045/46					2046/47					2047/48					2048/49					2049/50					2050/51					2051/52					2052/53					2053/54					2054/55					2055/56					2056/57					2057/58					2058/59					2059/60					2060/61					2061/62					2062/63					2063/64					2064/65					2065/66					2066/67					2067/68					2068/69					2069/70					2070/71					2071/72					2072/73					2073/74					2074/75					2075/76					2076/77					2077/78					2078/79					2079/80					2080/81					2081/82					2082/83					2083/84					2084/85					2085/86					2086/87					2087/88					2088/89					2089/90					2090/91					2091/92					2092/93					2093/94					2094/95					2095/96					2096/97					2097/98					2098/99					2099/00					2100/01					2101/02					2102/03					2103/04					2104/05					2105/06					2106/07					2107/08					2108/09					2109/10					2110/11					2111/12					2112/13					2113/14					2114/15					2115/16					2116/17					2117/18					2118/19					2119/20					2120/21					2121/22					2122/23					2123/24					2124/25					2125/26					2126/27					2127/28					2128/29					2129/30					2130/31					2131/32					2132/33					2133/34					2134/35					2135/36					2136/37					2137/38					2138/39					2139/40					2140/41					2141/42					2142/43					2143/44					2144/45					2145/46					2146/47					2147/48					2148/49					2149/50					2150/51					2151/52					2152/53					2153/54					2154/55					2155/56					2156/57					2157/58					2158/59					2159/60					2160/61					2161/62					2162/63					2163/64					2164/65					2165/66					2166/67					2167/68					2168/69					2169/70					2170/71					2171/72					2172/73					2173/74					2174/75					2175/76					2176/77					2177/78					2178/79					2179/80					2180/81					2181/82					2182/83					2183/84					2184/85					2185/86					2186/87					2187/88					2188/89					2189/90					2190/91					2191/92					2192/93					2193/94					2194/95					2195/96					2196/97					2197/98					2198/99					2199/00					2200/01					2201/02					2202/03					2203/04					2204/05					2205/06					2206/07					2207/08					2208/09					2209/10					2210/11					2211/12					2212/13					2213/14					2214/15					2215/16					2216/17					2217/18					2218/19					2219/20					2220/21					2221/22					2222/23					2223/24					2224/25					2225/26					2226/27					2227/28					2228/29					2229/30					2230/31					2231/32					2232/33					2233/34					2234/35					2235/36					2236/37					2237/38					2238/39					2239/40					2240/41					2241/42					2242/43					2243/44					2244/45					2245/46					2246/47					2247/48					2248/49					2249/50					2250/51					2251/52					2252/53					2253/54					2254/55					2255/56					2256/57					2257/58					2258/59					2259/60					2260/61					2261/62					2262/63					2263/64					2264/65					2265/66					2266/67					2267/68					2268/69					2269/70					2270/71					2271/72					2272/73					2273/74					2274/75					2275/76					2276/77					2277/78					2278/79					2279/80					2280/81					2281/82					2282/83					2283/84					2284/85					2285/86					2286/87					2287/88					2288/89					2289/90					2290/91					2291/92					2292/93					2293/94					2294/95					2295/96					2296/97					2297/98					2298/99					2299/00					2300/01					2301/02					2302/03					2303/04					2304/05					2305/06					2306/07					2307/08					2308/09					2309/10					2310/11					2311/12					2312/13					2313/14					2314/15					2315/16					2316/17					2317/18					2318/19					2319/20					2320/21					2321/22					2322/23					2323/24					2324/25					2325/26					2326/27					2327/28					2328/29					2329/30					2330/31					2331/32					2332/33					2333/34					2334/35					2335/36					2336/37					2337/38					2338/39					2339/40					2340/41					2341/42					2342/43					2343/44					2344/45					2345/46					2346/47					2347/48					2348/49					2349/50					2350/51					2351/52					2352/53					2353/54					2354/55					2355/56					2356/57					2357/58					2358/59					2359/60					2360/61					2361/62					2362/63					2363/64					2364/65					2365/66					2366/67					2367/68					2368/69					2369/70					2370/71					2371/72					2372/73					2373/74					2374/75					2375/76					2376/77					2377/78					2378/79					2379/80					2380/81					2381/82					2382/83					2383/84					2384/85					2385/86					2386/87					2387/88					2388/89					2389/90					2390/91					2391/92					2392/93					2393/94					2394/95					2395/96					2396/97					2397/98					2398/99					2399/00					2400/01					2401/02					2402/03					2403/04					2404/05					2405/06	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## FOREIGN EXCHANGES

Exchange index compared with 1985 was up at 57.3 (day's range 56.9-57.3)

## STERLING SPOT AND FORWARD RATES

Marked rates for March 27

	Range	Close	1 month	3 month
New York	1.0150-1.0225	1.0222-1.0235	0.91-0.90P	0.81-0.82P
London	1.0225-1.0100	1.0094-1.0100	0.28-0.22P	0.53-0.52P
Atlanta	1.1122-1.1150	1.1098-1.1100	1.10-1.10P	1.10-1.10P
Chicago	1.0175-1.0200	1.0175-1.0175	0.90-0.90P	0.80-0.80P
Copenhagen	10.5322-10.8063	10.5786-10.6025	816-23P	816-23P
Frankfurt	1.0175-1.0200	1.0175-1.0175	0.90-0.90P	0.80-0.80P
Hong Kong	7.7520-7.7818	7.7518-7.7818	116-15P	116-15P
Lyons	242.85-244.75	242.85-244.75	5-20P	5-20P
Madrid	10.6535-10.6535	10.6535-10.6535	4-20P	4-20P
Manila	20.02-20.0475	20.0425-20.0435	9-20P	9-20P
Mexico	10.6535-10.6535	10.6535-10.6535	4-20P	4-20P
Paris	1.0175-1.0200	1.0175-1.0175	0.90-0.90P	0.80-0.80P
San Francisco	8.3034-8.3257	8.3040-8.3275	316-39P	316-39P
Seattle	3.9378-10.0587	3.9378-10.0587	16-30P	16-30P
Singapore	1.0175-1.0200	1.0175-1.0175	0.90-0.90P	0.80-0.80P
Tokyo	19.45-19.58	19.45-19.58	106-01P	106-01P
Zurich	2.4975-2.4975	2.4975-2.4975	114-14P	114-14P

Forward in p.c. Difference = d.c.

## OTHER STERLING RATES

Argentina (steel)	\$045.78-01221
Australia (steel)	2.1701-2.1701P
Bahamas	0.90-0.91P
Brazil cruado	58.9895-59.238P
Ceylon	0.9075-0.9177P
Colombia	0.9075-0.9177P
Costa Rica	0.9075-0.9177P
Greece drachma	263.90-267P
Hong Kong dollar	10.5859-10.605P
India Rupee	0.0474-0.0474P
Kuwait dirham	0.4740-0.480P
Malaysia dollar	0.4740-0.480P
Mexico peso	4.450-4.450P
New Zealand dollar	2.2543-2.2543P
Philippines	0.4740-0.480P
Singapore dollar	1.0075-1.0075P
Sri Lanka	0.4740-0.480P
S. Africa rand (cont.)	3.2042-3.210P
U.A.E. dirham	0.9150-0.9150P

\* Tokyo Steel Rates quoted by Steel Exchange Bank of Japan

## DOLLAR SPOT RATES

Atlanta	1.0225-1.0250
Chicago	1.0225-1.0250
London	1.0225-1.0250
Manila	20.02-20.25
Mexico	1.0225-1.0250
San Francisco	1.0225-1.0250
Seattle	1.0225-1.0250
Singapore	1.0225-1.0250
Tokyo	1.0225-1.0250
Zurich	1.0225-1.0250

Bahamas	0.90-0.91P
Brazil cruado	58.9895-59.238P
Ceylon	0.9075-0.9177P
Colombia	0.9075-0.9177P
Costa Rica	0.9075-0.9177P
Greece drachma	263.90-267P
Hong Kong dollar	10.5859-10.605P
India Rupee	0.0474-0.0474P
Kuwait dirham	0.4740-0.480P
Malaysia dollar	0.4740-0.480P
Mexico peso	4.450-4.450P
New Zealand dollar	2.2543-2.2543P
Philippines	0.4740-0.480P
Singapore dollar	1.0075-1.0075P
Sri Lanka	0.4740-0.480P
S. Africa rand (cont.)	3.2042-3.210P
U.A.E. dirham	0.9150-0.9150P

\* Tokyo Steel Rates quoted by Steel Exchange Bank of Japan

Italy	1950-1.000P
Belgium (cont.)	35.45-35.45P
France	79.735-79.740P
Germany	100.00-100.00P
Spain	100.00-100.00P
Sweden	12.24-12.24P

Forward in p.c. Difference = d.c.

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## MONEY MARKETS

ELRO MONEY DEPOSITS %	
Overnight	0% - 0%
1 month	0% - 0%
3 month	0% - 0%
6 month	0% - 0%
1 year	0% - 0%
2 year	0% - 0%
3 year	0% - 0%
4 year	0% - 0%
5 year	0% - 0%
6 year	0% - 0%
7 year	0% - 0%
8 year	0% - 0%
9 year	0% - 0%
10 year	0% - 0%
11 year	0% - 0%
12 year	0% - 0%
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35 year	0% - 0%
36 year	0% - 0%
37 year	0% - 0%
38 year	0% - 0%
39 year	0% - 0%
40 year	0% - 0%
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96 year	0% - 0%
97 year	0% - 0%
98 year	0% - 0%
99 year	0% - 0%
100 year	0% - 0%

**GOLD BULLION (Per ounce)**

**Open:** \$367.76-380.25 **Low:** \$367.76-372.25  
**High:** \$370.75-373.25 **Low:** \$367.76-367.50  
**GOLD COINS (Per coin, Ex VAT)**  
**Britannia:** \$277.00-282.00 **(Per coin, Ex VAT)**  
**Investor:** \$268.00-272.00 **(2227.00-2228.00)**  
**Maple Leaf:** \$277.00-282.00 **(2227.00-2228.00)**  
**Gold Eagle:** \$277.00-282.00 **(2227.00-2228.00)**  
**New Sovereigns:** \$280.00-285.00 **(2227.00-2228.00)**  
**Old Sovereigns:** \$280.00-285.00 **(2227.00-2228.00)**

## PRECIOUS METALS

**LONDON FINANCIAL FUTURES**

## LONDON FINANCIAL FUTURES

[illegible]

## COMMODITIES

LONDON POKE				LONDON METAL EXCHANGE			
Official prices/previous business day				Official prices/previous business day			
(Pounds)				(Pounds)			
Cocoa	Mar 738-739	AMT Futures	Mar 738-739	Copper 25 Lbs	1612.0-1614.0	1590.0-1591.0	4634.50
100 LBS	May 740-741	Mar 739-740	Mar 739-740	Lead 25 Lbs	508.00-508.00	507.00-507.00	7467.00
500 LBS	Jul 741-742	Mar 740-741	Mar 740-741	Aluminum 100 Lbs	1590.0-1591.0	1589.0-1590.0	1171.00
1000 LBS	Jul 742-743	May 742-743	May 742-743	Steel Coil 36" x 58"	1683.0-1684.0	1590.0-1591.0	16770.00
5000 LBS	Jul 743-744	Jul 743-744	Jul 743-744	Tin	6400-6405	6395-6400	3400.00
10000 LBS	Jul 744-745	Jul 744-745	Jul 744-745	Zinc 25 Lbs	1585.0-1586.0	1584.0-1585.0	46902.00
20000 LBS	Jul 745-746	Jul 745-746	Jul 745-746	1 (Strike per Troy oz. - \$ per ounce)	9320-9325	9310-9315	16050.00
50000 LBS	Jul 746-747	Jul 746-747	Jul 746-747				
100000 LBS	Jul 747-748	Jul 747-748	Jul 747-748				
200000 LBS	Jul 748-749	Jul 748-749	Jul 748-749				
500000 LBS	Jul 749-750	Jul 749-750	Jul 749-750				
1000000 LBS	Jul 750-751	Jul 750-751	Jul 750-751				
2000000 LBS	Jul 751-752	Jul 751-752	Jul 751-752				
5000000 LBS	Jul 752-753	Jul 752-753	Jul 752-753				
10000000 LBS	Jul 753-754	Jul 753-754	Jul 753-754				
20000000 LBS	Jul 754-755	Jul 754-755	Jul 754-755				
50000000 LBS	Jul 755-756	Jul 755-756	Jul 755-756				
100000000 LBS	Jul 756-757	Jul 756-757	Jul 756-757				
200000000 LBS	Jul 757-758	Jul 757-758	Jul 757-758				
500000000 LBS	Jul 758-759	Jul 758-759	Jul 758-759				
1000000000 LBS	Jul 759-760	Jul 759-760	Jul 759-760				
2000000000 LBS	Jul 760-761	Jul 760-761	Jul 760-761				
5000000000 LBS	Jul 761-762	Jul 761-762	Jul 761-762				
10000000000 LBS	Jul 762-763	Jul 762-763	Jul 762-763				
20000000000 LBS	Jul 763-764	Jul 763-764	Jul 763-764				
50000000000 LBS	Jul 764-765	Jul 764-765	Jul 764-765				
100000000000 LBS	Jul 765-766	Jul 765-766	Jul 765-766				
200000000000 LBS	Jul 766-767	Jul 766-767	Jul 766-767				
500000000000 LBS	Jul 767-768	Jul 767-768	Jul 767-768				
1000000000000 LBS	Jul 768-769	Jul 768-769	Jul 768-769				
2000000000000 LBS	Jul 769-770	Jul 769-770	Jul 769-770				
5000000000000 LBS	Jul 770-771	Jul 770-771	Jul 770-771				
10000000000000 LBS	Jul 771-772	Jul 771-772	Jul 771-772				
20000000000000 LBS	Jul 772-773	Jul 772-773	Jul 772-773				
50000000000000 LBS	Jul 773-774	Jul 773-774	Jul 773-774				
100000000000000 LBS	Jul 774-775	Jul 774-775	Jul 774-775				
200000000000000 LBS	Jul 775-776	Jul 775-776	Jul 775-776				
500000000000000 LBS	Jul 776-777	Jul 776-777	Jul 776-777				
1000000000000000 LBS	Jul 777-778	Jul 777-778	Jul 777-778				
2000000000000000 LBS	Jul 778-779	Jul 778-779	Jul 778-779				
5000000000000000 LBS	Jul 779-780	Jul 779-780	Jul 779-780				
10000000000000000 LBS	Jul 780-781	Jul 780-781	Jul 780-781				
20000000000000000 LBS	Jul 781-782	Jul 781-782	Jul 781-782				
50000000000000000 LBS	Jul 782-783	Jul 782-783	Jul 782-783				
100000000000000000 LBS	Jul 783-784	Jul 783-784	Jul 783-784				
200000000000000000 LBS	Jul 784-785	Jul 784-785	Jul 784-785				
500000000000000000 LBS	Jul 785-786	Jul 785-786	Jul 785-786				
1000000000000000000 LBS	Jul 786-787	Jul 786-787	Jul 786-787				
2000000000000000000 LBS	Jul 787-788	Jul 787-788	Jul 787-788				
5000000000000000000 LBS	Jul 788-789	Jul 788-789	Jul 788-789				
10000000000000000000 LBS	Jul 789-790	Jul 789-790	Jul 789-790				
20000000000000000000 LBS	Jul 790-791	Jul 790-791	Jul 790-791				
50000000000000000000 LBS	Jul 791-792	Jul 791-792	Jul 791-792				
100000000000000000000 LBS	Jul 792-793	Jul 792-793	Jul 792-793				
200000000000000000000 LBS	Jul 793-794	Jul 793-794	Jul 793-794				
500000000000000000000 LBS	Jul 794-795	Jul 794-795	Jul 794-795				
1000000000000000000000 LBS	Jul 795-796	Jul 795-796	Jul 795-796				
2000000000000000000000 LBS	Jul 796-797	Jul 796-797	Jul 796-797				
5000000000000000000000 LBS	Jul 797-798	Jul 797-798	Jul 797-798				
10000000000000000000000 LBS	Jul 798-799	Jul 798-799	Jul 798-799				
20000000000000000000000 LBS	Jul 799-800	Jul 799-800	Jul 799-800				
50000000000000000000000 LBS	Jul 800-801	Jul 800-801	Jul 800-801				
100000000000000000000000 LBS	Jul 801-802	Jul 801-802	Jul 801-802				
200000000000000000000000 LBS	Jul 802-803	Jul 802-803	Jul 802-803				
500000000000000000000000 LBS	Jul 803-804	Jul 803-804	Jul 803-804				
1000000000000000000000000 LBS	Jul 804-805	Jul 804-805	Jul 804-805				
2000000000000000000000000 LBS	Jul 805-806	Jul 805-806	Jul 805-806				
5000000000000000000000000 LBS	Jul 806-807	Jul 806-807	Jul 806-807				
10000000000000000000000000 LBS	Jul 807-808	Jul 807-808	Jul 807-808				
20000000000000000000000000 LBS	Jul 808-809	Jul 808-809	Jul 808-809				
50000000000000000000000000 LBS	Jul 809-810	Jul 809-810	Jul 809-810				
100000000000000000000000000 LBS	Jul 810-811	Jul 810-811	Jul 810-811				
200000000000000000000000000 LBS	Jul 811-812	Jul 811-812	Jul 811-812				
500000000000000000000000000 LBS	Jul 812-813	Jul 812-813	Jul 812-813				
1000000000000000000000000000 LBS	Jul 813-814	Jul 813-814	Jul 813-814				
2000000000000000000000000000 LBS	Jul 814-815	Jul 814-815	Jul 814-815				
5000000000000000000000000000 LBS	Jul 815-816	Jul 815-816	Jul 815-816				
10000000000000000000000000000 LBS	Jul 816-817	Jul 816-817	Jul 816-817				
20000000000000000000000000000 LBS	Jul 817-818	Jul 817-818	Jul 817-818				
50000000000000000000000000000 LBS	Jul 818-819	Jul 818-819	Jul 818-819				
100000000000000000000000000000 LBS	Jul 819-820	Jul 819-820	Jul 819-820				
200000000000000000000000000000 LBS	Jul 820-821	Jul 820-821	Jul 820-821				
500000000000000000000000000000 LBS	Jul 821-822	Jul 821-822	Jul 821-822				
1000000000000000000000000000000 LBS	Jul 822-823	Jul 822-823	Jul 822-823				
2000000000000000000000000000000 LBS	Jul 823-824	Jul 823-824	Jul 823-824				
5000000000000000000000000000000 LBS	Jul 824-825	Jul 824-825	Jul 824-825				
10000000000000000000000000000000 LBS	Jul 825-826	Jul 825-826	Jul 825-826				
20000000000000000000000000000000 LBS	Jul 826-827	Jul 826-827	Jul 826-827				
50000000000000000000000000000000 LBS	Jul 827-828	Jul 827-828	Jul 827-828				
100000000000000000000000000000000 LBS	Jul 828-829	Jul 828-829	Jul 828-829				
200000000000000000000000000000000 LBS	Jul 829-830	Jul 829-830	Jul 829-830				
500000000000000000000000000000000 LBS	Jul 830-831	Jul 830-831	Jul 830-831				
1000000000000000000000000000000000 LBS	Jul 831-832	Jul 831-832	Jul 831-832				
2000000000000000000000000000000000 LBS	Jul 832-833	Jul 832-833	Jul 832-833				
5000000000000000000000000000000000 LBS	Jul 833-834	Jul 833-834	Jul 833-834				
10000000000000000000000000000000000 LBS	Jul 834-835	Jul 834-835	Jul 834-835				
20000000000000000000000000000000000 LBS	Jul 835-836	Jul 835-836	Jul 835-836				
50000000000000000000000000000000000 LBS	Jul 836-837	Jul 836-837	Jul 836-837				
100000000000000000000000000000000000 LBS	Jul 837-838	Jul 837-838	Jul 837-838				
200000000000000000000000000000000000 LBS	Jul 838-839	Jul 838-839	Jul 838-839				
500000000000000000000000000000000000 LBS	Jul 839-840	Jul 839-840	Jul 839-840				
1000000000000000000000000000000000000 LBS	Jul 840-841	Jul 840-841	Jul 840-841				
2000000000000000000000000000000000000 LBS	Jul 841-842	Jul 841-842	Jul 841-842				
5000000000000000000000000000000000000 LBS	Jul 842-843	Jul 842-843	Jul 842-843				
10000000000000000000000000000000000000 LBS	Jul 843-844	Jul 843-844	Jul 843-844				
20000000000000000000000000000000000000 LBS	Jul 844-845	Jul 844-845	Jul 844-845				
50000000000000000000000000000000000000 LBS	Jul 845-846	Jul 845-846	Jul 845-846				
100000000000000000000000000000000000000 LBS	Jul 846-847	Jul 846-847	Jul 846-847				
200000000000000000000000000000000000000 LBS	Jul 847-848	Jul 847-848	Jul 847-848				
500000000000000000000000000000000000000 LBS	Jul 848-849	Jul 848-849	Jul 848-849				
1000000000000000000000000000000000000000 LBS	Jul 849-850	Jul 849-850	Jul 849-850				
2000000000000000000000000000000000000000 LBS	Jul 850-851	Jul 850-851	Jul 850-851				
5000000000000000000000000000000000000000 LBS	Jul 851-852	Jul 851-852	Jul 851-852				
100 LBS	Jul 852-853	Jul 852-853	Jul 852-853				
200 LBS	Jul 853-854	Jul 853-854	Jul 853-854				
500 LBS	Jul 854-855	Jul 854-855	Jul 854-855				
1000 LBS	Jul 855-856	Jul 855-856	Jul 855-856				
2000 LBS	Jul 856-857	Jul 856-857	Jul 856-857				
5000 LBS	Jul 857-858	Jul 857-858	Jul 857-858				
100 LBS	Jul 858-859	Jul 858-859	Jul 858-859				
200 LBS	Jul 859-860	Jul 859-860	Jul 859-860				
500 LBS	Jul 860-861	Jul 860-861	Jul 860-861				
1000 LBS	Jul 861-862	Jul 861-862	Jul 861-862				
2000 LBS	Jul 862-863	Jul 862-863	Jul 862-863				
5000 LBS	Jul 863-864	Jul 863-864	Jul 863-864				
100 LBS	Jul 864-865	Jul 864-865	Jul 864-865				
2000000000000000000000000							

## INVESTMENT TRUSTS

[illegible]

### THIRD MARKET

190	10	400	Arrows	15	10	80
191	10	400	Arrows	15	10	80
192	10	400	Arrows	15	10	80
193	10	400	Arrows	15	10	80
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01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

PUBLIC RELATIONS  
ART & ANTIQUES

First rate opportunity to become really involved in Public Relations for the Art world. You will liaise with Journalists, help to organise/attend press views, ensure there is enough material for press releases, caption photographs and much more! This is a small, Fulham based company, working purely on recommendation, you need to be at least mid 20's, able to think on your feet and good with people from all walks of life, be a driver (with your own car) a non smoker. Salary between £10,500/£12,000. Call Sue for further information.

01-497 8003

SUSAN DOUGHTY  
RECRUITMENT

Suite 314, Bedford Chambers, North Plaza, Covent Garden, London WC2

THE WORLD OF BUSINESS  
£10,800

Very challenging/stimulating position working for 2 very high profile academics. Only 60% secretarial, the rest will be administrative & organisational. The position is demanding but interesting and fun. Would ideally suit someone highly professional, motivated & well-organised who is happy to work on own & in a team. Good WP skills, SH useful. Call Daniela Simon for more information.

01-497 8003

SUSAN DOUGHTY  
RECRUITMENT

Suite 314, Bedford Chambers, North Plaza, Covent Garden, London WC2

PA IN MAYFAIR  
£13,500 to £15,000

Huge, well established company into everything from entertainment to electronics is looking for a PA with a smattering of legal experience to work for their Legal expert. You will need to be an excellent communicator, with strong organisation and admin abilities, plenty of initiative, and a keen sense of humour! Regular liaison with in house Public Relations team plus a variety of other interesting tasks. Good benefits package including 5 weeks holiday. Excellent sec. skills needed (SH useful). Call Daniela Simon for more information.

01-497 8003

SUSAN DOUGHTY  
RECRUITMENT

Suite 314, Bedford Chambers, North Plaza, Covent Garden, London WC2

MAGAZINE PUBLISHING  
c£13,000+

Exciting opportunity to work for the Editor of well known women's magazine. Masses of responsibility in this wide ranging role. Dealing with readers enquiries by letter and telephone, writing letters on behalf of the Editor, organising the placement of work experience personnel on the magazine, arranging in-house catering, generally running the office and occasionally representing the magazine at external functions. Shortlist minimum 80 wpm plus excellent typing and strong interpersonal skills. Call Sue for more information and an immediate interview. (Other secretarial vacancies without shortlist also available).

01-497 8003

SUSAN DOUGHTY  
RECRUITMENT

Suite 314, Bedford Chambers, North Plaza, Covent Garden, London WC2

Responsibility  
Progression  
Rewards!

Is this what you demand from your next career move? Take positive action and seize this unique opportunity to work at Director level in a highly prestigious property company. Liaising with international clients, organising presentations and meetings and running the office in the Director's absence will require poise and absolute commitment. You will be given all the responsibility you deserve and the space to develop your own role within the business. First class secretarial and administrative skills are essential. An excellent salary package including superb bonus and review/career review. Specialists for young career secretaries 01-493 7028.

FINESSE  
APPOINTMENTSSecretary  
to the  
Managing Director

There's nothing so rewarding as working close to the top of a successful and expanding company - especially when that company operates in the exciting field of space and communications technology.

Our Managing Director is involved in worldwide contacts at senior business and government levels, and needs a Secretary with the maturity and experience to deal with the consequent responsibilities.

In addition to having excellent shorthand and word processing skills, you should preferably have a knowledge of French or German. Excellent organisational ability is essential.

We offer an exceptional salary, plus benefits which include 25 days' holiday, pension and life assurance schemes, a privileged car purchase scheme, use of our sports and social club, and a modern non smoking environment.

To apply, please write with full CV and salary details to: Peter Sparkes, Personnel Department, British Aerospace (Space Systems) Limited, Argyle Way, Stevenage, Herts SG1 2AS. Telephone: Stevenage (0438) 736785.

BRITISH AEROSPACE  
SPACE SYSTEMSBI-LINGUAL P.A.  
£20,000 Package

Our client, an International Investment Bank located in stunning West End offices, requires a stylish P.A. to work for their Senior Capital Markets Executive. Fluency in French is essential as you will be liaising with Paris (at the highest level) on a daily basis.

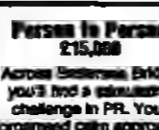
If you are under 30, immaculate, articulate and have 90/80 wpm skills, the rewards include: respect, responsibility and the opportunity to use your own initiative to the full. Call 01-263 6796. (Recruitment Consultants)

CROSS  
SELECTIONSECURITIES  
ADMIN ASSISTANT

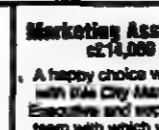
Top Securities House requires a very special individual! Working within this dynamic Trading environment (yes - lots of shouting) you need to have masses of charm, a strong personality & some admin experience. 90% Client Contact, scope for promotion plus the best banking package available are on offer to the right person. Basic Salary £13,000 neg. Call 01 - 283 0799 (Recruitment Consultants).

CROSS  
SELECTIONJOYCE  
GUINNESS

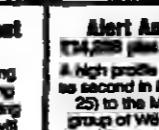
01 589 8807

JOYCE  
GUINNESS

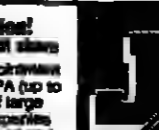
01 589 8807

JOYCE  
GUINNESS

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JOYCE  
GUINNESS

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JOYCE  
GUINNESS

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SPORTS RESEARCH  
£17,500

100% admin in this fascinating research appointment with sports sponsorship experts in Mayfair. Take charge of, or commission, international fieldwork projects, help develop research briefs. A superb working environment and comprehensive benefits for a computer literate graduate. Phone 424 0030 now.

A1 PA  
£17,000

Ambition, initiative and creativity are prerequisites for this key post with a small but thriving holding company in Regents Park. Talk to international clients, write your own letters, cope with some pressure (you will often be left alone). As the company inevitably expands, your role will grow. Excellent benefits (and possible car!). Toughlove - phone 424 0030 now.

CREATIVE, MEDIA & MARKETING  
APPOINTMENTS

Continued from page 20

PROMOTIONS  
MANAGER

Scotland c. £25K

In the high powered world of publishing, News International is largest.

We set the standards which others follow, and our five newspapers plus magazines, books and video form the most successful media group in the UK.

Professional, innovative promotions play a key role and Scotland offers outstanding potential for development.

Which is why we're now seeking a Promotions Manager to be based in our Glasgow office.

It will be your responsibility to devise and organise a broad range of promotional activities including competitions, events, reader premium offers, exhibitions, presentations, editorial features and advertising sales promotions.

Aided by professional staff and working in close liaison with our national promotions department, you'll be the focal point of authority. Which means you must bring solid experience to the job, in a publishing, advertising or sales promotional role.

A familiarity with the Scottish market place, supported by excellent connections in both the trade and consumer companies are essential. You'll also have excellent communication skills, particularly in writing, self-motivation and the drive necessary to meet tight deadlines.

You'll also be looking for the opportunity which this appointment offers, to capitalise on your own abilities in a highly fertile area.

A salary of around £25,000 will be offered and our excellent benefits include free family BUPA, 6 weeks holiday and generous relocation assistance if required.

Start the ball rolling by sending your CV to Graham King, Director Promotions and Creative Services, News International plc, PO Box 481, Virginia Street, London, E1 9BD. All replies will be treated in the strictest confidence.

EXPERIENCED  
PR EXECUTIVE

required for senior position in South West London consultancy.

Excellent prospects for really first class professional. Salary negotiable. Car provided.

CV to: Mike Garnett Keeler, Managing Director, G.K.P.R. Ltd., 60/63 Victoria Road, Surbiton, Surrey KT6 4NW.

SALES/MARKETING  
(INTERNATIONAL MARKETING GROUP)

This is an exciting opportunity to join a leading International Marketing Group, offering a clear career path into management within 6-18 months at one of our U.K. or international subsidiaries - Successful applicants can expect initial earnings after training and induction of £17,200 progressing to £27,800+ within the first year.

Please send C.V. to:

Human Resources Manager  
4th Floor, 46/47 Pall Mall  
London SW1 5JC

New Beginning  
c. £18,000

As PA to the newly appointed Financial Director of this well-known advertising agency, your initial responsibilities will include setting up systems and ensuring your boss settles smoothly into his new role. Thereafter you will be providing him with full secretarial and administrative support at a time when the company is going through important and exciting changes. This is a high profile position involving liaison at Board level which would suit a confident flexible person who enjoys working under pressure and being privy to confidential information. Age: 25-35 Skills: 100/80

RECRUITMENT COMPANY

01-631 1220 5 GARRICK STREET WC2E 9AR

## YOUNG PA P.R. DEPT

Large well known company based NW1 require a young S/H PA to work in the P.R. Dept. Lots of contact with television - media - journalists. You will need to be young, lively and really want to get involved. Excellent opportunity to get into P.R.

S/H ADMINISTRATOR £16,000 + Free Travel Excellent opportunity for a Senior PA to join this West End Art Gallery as an administrator. Run the office and generally get totally involved. Benefits include free travel - Bupa and wonderful working conditions.

FINANCE PA £16,500 + BENEFITS EC2 Finance House require a first class PA with 100/SH and a head for Economics to join this exciting new opportunity within this large organisation, you will need to be witty with a good sense of humour to look after a fabulous boss.

YOUNG BANKING PA £14,000 + Bank Benefits Property Investment. She of large Merchant Bank EC2 require an Audio Secretary 30+ to work for a director, mature confident and self motivated.

PA WITH SHORTHAND £16,000 Dynamic Co seek experienced PA for the MD, to undertake a varied role including recruitment, personnel and general office management. Excellent presentation, 'A' level education & speeds of 100/60 + WPM.

MARKETING SECRETARY £14,000 Use your excellent Audio & Copy skills in this fast moving Marketing dept. We're looking for a highly organized Sec to work for 1 Lawyer and 2 Marketing Executives. Forks for: Profit Share, STL, BUPA++.

PA TO MD £13,000+ Capable person 28+ to provide full PA support to the MD of this prestige Co. You should be a self starter & confident in your own ability, no liaison with Agencies and arrange interviews etc. Audio is essential and shorthand useful.

315 OXFORD ST LONDON W1R 2HH 01-629 7232 Fax: 01-493 4383

ACME APPOINTMENTS

PA CAMDEN £15,000 If you are an experienced secretarial W.F. skills now needed a progressive company need a PA to handle their client list. You will be well worth competing. At PA to the Chief Executive of an expanding company with offices in France and Spain, you will enjoy wide ranging responsibilities and a P.H. in Personnel. This is an excellent opportunity for a ambitious person with management potential.

TELEVISION RECEPTIONIST £10,500 Recently formed television production company with excellent connections, offers great growth for a young Receptionist with typing skills to join their fast, vibrant, busy team.

If you have an outgoing personality, are well organized, and would like a job offering variety and responsibility with good opportunities for career progression, please contact us. Tel: 01-499 6566.

THE GROSVENOR BARCLAY

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## THE TIMES

## NEWS INTERNATIONAL NEWSPAPERS LIMITED

## COPY CONTROLLER

Salary c.£13,000 rising to £14,400

News International, which publishes the five leading national newspapers in the country, have a vacancy for a Copy Controller in their Advertising Production Department.

The position involves working closely with the Classified Sales Department liaising constantly with clients, agencies, and preparing advertisements for newspaper production.

We are looking for somebody with a good eye for detail, the ability to work accurately under pressure and who is able to liaise effectively producing positive results. Keyboard skills would be desirable, as would some previous production knowledge, although full training will be given.

An excellent benefits package is offered which includes a 6 weeks holiday and BUPA.

Applicants should apply to: Mr Rick Gabbett, Personnel Manager, News International, 1 Virginia Street, LONDON E1 9DD

THE SUNDAY TIMES

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THE SUNDAY TIMES

## D'arcy race

D'Arcy Race is a long-established market leader in CAD consultancy, products, bureau services and management systems. It is at the forefront of UK technical innovation with its own in-house system - DRUID.

Currently the company is seeking to fill the following post:

TECHNICAL  
AUTHOR

to £16,000

To research graphic computer packages for our in-house system. Writing up and editing work for preparation for use in manuals. Approx two years' experience.

Mr M. Quinn  
96 Portland Place  
London W1  
Tel: 01 - 631 4841

THE SUNDAY TIMES

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CENTRE FOR BRAIN INJURY  
REHABILITATION AND DEVELOPMENT  
NATIONAL CO-ORDINATOR/  
APPEALS MANAGER

A small but rapidly expanding national charity, The Centre for Brain Injury Rehabilitation and Development (C.B.I.R.D.), based in Chester, is seeking a National Co-ordinator/Appellee Manager to develop and sustain existing fundraising initiatives, and to complete a current major building extension programme.

The centre has pioneered a unique British method of treatment for victims of brain injury, both children and adults, and there is much scope for initiative and job satisfaction for a suitably committed applicant who would be responsible directly to the Clinical Director.

Experience of proven ability in fundraising/raising public relations at a senior level would be of advantage.

Ability to communicate both orally and in writing is essential, but the centre also requires attributes such as creativity, drive, enthusiasm, organizational ability and commitment.

Starting salary is negotiable but would probably be in the range of £22,000 per annum, plus expenses, with car provided.

Interviews for selection will take place in Chester during April, and it is hoped to appoint the successful applicant from a final shortlist interview during May.

Please write to the first instance, including a full C.V., to: The Clinical Director, C.B.I.R.D., Centre, 131 Main Road, Brighthelm, Chester CH4 0NR.

THE SUNDAY TIMES

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## Judy Farquharson Ltd.

47 West Bond Street, London W1Y 6AA  
Tel: 01-493 8824 Fax: 01-493 7181

## ARTS SPONSORSHIP

c£15,000

A first class top PA with immaculate organising & typing skills to manage dynamic personality.

Must have good communication skills, plenty of initiative & a sense of humour to assist this top MD. In return there will be total involvement & variety. Age 25-40.

For further information please ring: Barbara Canter or Pauline Evans on 01-379 0344 (Insight Recruitment).

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## LA CRÈME DE LA CRÈME

01-481 4481

CHARTLEIGH  
Appointments

## A1 COMMUNICATION SKILLS

£12,000 + Package

Confidence in your ability to communicate at all levels along with the desire for full job involvement will ensure that you enjoy this position. Working within this City based international company of interior designers/architects you'll be part of a professional team working in the Central Information Services Bureau. Apart from providing a 'normal' secretarial service there is a lot of administration involved. Call now for an interview. Ref: CE/A956.

MOORGATE 01-638-7003

## SENIOR SUPERVISOR

£18,000

One of Britain's major financial corporates are looking for someone with a legal background to fill this extremely high calibre position. As WP supervisor you will be responsible for co-ordinating a hardworking team as well as fulfilling your own demanding role. Excellent remuneration package available to exceptional candidates. Ref: PY/G6.

HOLBORN 01-430-2291

## NUMBERS GAME

£12,000

Are you looking for a challenge, prospects, appreciation and a reputable name? Look no further - this company needs you. Working in their busy and friendly team of managers and secretaries helping type accounts, schedules, correspondence, telephone duties and everything else too! Fabulous location in new West End offices, and very much a family atmosphere! Book for an appointment. Ref: BM/G5.

OXFORD CIRCUS 01-255-3140

## DESIGNER DIRECTOR

£14,000+

Your interest in the world of interior design and designer furniture, will encourage this young and successful Director to take you on as his PA. You will be dealing with all his wealthy clients, creating your own correspondence, handling quotes and queries. Your confidence and involvement will maximise your promotion. Ref: AB/G10.

KNIGHTSBRIDGE 01-225-1777

## VIDEODRIVE!

£14,000 + Benefits

This fast-expanding advertising and design company needs YOU for the key role of PA to their MD. The company deals in corporate advertising and image involving graphic design, film and video production and desk-top publishing. In addition to developing skills in each of these areas, you will be supervising staff and providing full secretarial and administrative skills to the directors. A step ahead of the rest! Phone now for an immediate interview. Ref: AF/B993.

TOTTENHAM COURT ROAD 01-784-5675

## PA/OFFICE MANAGER

circa £15,000

Use your supervisory skills heading up Sales Admin Department. Duties involve managing 5 Telephone Order Clerks, maintaining client contact, quality control of administration, organising promotional events as well as producing PA service to MD. WP skills essential, DTP skills desirable. Excellent prospects in growing company in SW London. Ref: JD/B960.

VICTORIA 01-828-6004

Publishing  
to £14,000

Dynamic Docklands Publishers need a PA for the Publishing Director. Working from stunning riverside offices, you will be working within a busy department of over 50 people. Aged 25+ and preferably a graduate with skills of 80/60 wpm, you should have an enthusiasm for publishing and the confidence to develop this exciting role. Easy journey: Central line, Docklands Light Railway and ideal for SE London. Please telephone Nicky Whiteman on 01-338 3535.

Crone Corkill

BANKING  
NEW OPPORTUNITIES

MAYFAIR £18,000 + Bonuses  
PA to 2nd Executive in prestigious FINANCE CO. Admin and organising complex of people. Insurance - Skills 90/70. Location: City, age 24-30.  
£20,000+, Age 24-30.  
MERCHANT BANK, 111 Fenchurch Lane, London EC3A 3DF.  
Secretary to BOARD DIRECTOR.  
01-495 1484  
DULCIE SIMPSON APPOINTMENTS LTD  
2nd Floor, 67/68 New Bond Street, W1Y 9DF

Small exclusive Knightsbridge  
Agency seeks two  
personnel and responsible  
people to join their busy team.  
Secretary  
- Young with good  
organisational skills and ability  
to use initiative. Audio/typing  
essential. Must be well spoken.  
£18,000.  
Files/Admin. Clerk  
- To take control, develop and  
improve active filing system,  
publication of sales brochures,  
purchase orders etc. £17,000.  
Telephone 01-225 3344  
No agencies please.

£14,000 A Year  
Secretary  
Having built up his practice from  
nothing, and looking forward to a  
period of further expansion, this  
professional accountant is looking  
for a secretary to help him on his  
way. To cope she should be  
able to operate Wordperfect  
software and use audio dictation  
equipment. Must have a lively and  
personality.  
For details 01-720 8824

SECRETARY TO  
MARKETING EXECUTIVE  
of International Group with  
prestigious Mayfair HQ.  
Experienced, well educated, ideally  
in a top English. Good typing  
skills. Must be 21+. Good  
organisational skills, initiative, fast  
and outgoing attitude. £15,000  
plus bonus. Please Peter Foxham  
01-720 7888.  
CHARTLEIGH PERSONNEL &  
RECRUITMENT.

'TOP  
NOTCH'  
£15,000  
No S/H  
The City office of this  
upmarket property  
company seek a first-class  
sec with a superb  
telephone manner and a  
lively, outgoing  
personality. Must enjoy a  
fun, young team  
environment. Audio/W.P.  
ess. Age 21+.  
Call Val Wade  
Associates  
01-437-3793

ADMINISTRATOR  
To £15,000  
Interesting and varied admin  
post in young friendly co.  
Duties include personal  
admin, copywriting of  
letters. Office control and  
much more. A good all  
rounder required with a  
strong personality, initiative  
and the ability to contribute  
ideas in a changing  
environment.  
Please tel Sarah on  
408-2264.

PA TO CHIEF EXECUTIVE  
£17,000 + M.S.++

Chief Executive of US bank in City needs  
computer literate, numerate secretary  
(preferably Registered Rep) who can cope with  
the highs and lows of a volatile stock-  
broking/banking environment. Confidence at  
senior level essential. Age 25+.

OFFICE MANAGER - SW18  
£15,000

Small, young and thriving PR company has  
grown and now needs someone to organise the  
admin. of the office. Your responsibilities will  
cover recruitment, basic accounts, office equip-  
ment, library. This is an ideal opportunity for an  
organised secretary to progress. Typ 50wpm.  
Age 25-30.

## JIGSAW

## PA FOR PR

One man band specialist PR company, Charing Cross  
area, seeks PA/Secretary with flexible approach to  
life. Lots of involvement. We are looking for a  
responsible person with a mature outlook who is  
willing to learn, has a self-contained personality and a  
sense of humour. You should have accurate typing  
and good English. Word Processing experience  
essential. Would suit someone who likes to be big fish  
in small pond. Salary circa £13,000 pa.

Please write with CV in strict confidence to:  
Peter Brierley, Managing Director,  
Stratics Consultants Limited, Commonwealth House,  
18 Northumberland Avenue, London WC2N 5EL.  
No Agencies.

UNUSUAL OPPORTUNITY  
IN KENSINGTON

Lively and flexible secretary needed to help run small,  
upmarket Property Company in beautiful offices close to  
Kensington Gardens.

A good personality is as important as good secretarial  
skills. Shorthand not essential, but an advantage. Good  
telephone manner. Preferred age between 19-23.  
SALARY NEGOTIABLE.  
Please contact Vanessa Hewitt, 76 Palace Court,  
London W2. Tel. 792 8451

## PA/SECRETARY - ST JOHN'S WOOD

For MD of Public Property Company, experienced, well spoken  
PA/Secretary with a sense of humour required. Lots of responsibility and  
total involvement in all aspects of his work which can be hectic at times.  
Good secretarial skills including shorthand essential. Age 23-30.  
Excellent salary and benefits.  
Please apply at the first station to:  
Helen Joyce, Human Resources plc,  
15/16 Park Road, London, NW8 7TX.  
01-722 4454

## £13,000 BRIGHT SECRETARY/PA

Required for a small busy Estate  
Agents/Management Company in E1 five minutes  
walk from Liverpool Street Station. WP and  
administration experience essential. If you're a  
non-smoker with a bubbly personality.  
PHONE: 01 455 1657

PA IN PRODUCTION  
£11,000 + BENEFITS  
Involved, varied and fun,  
what more could you ask for?  
This large international firm of  
publishers requires a confident and  
capable PA to work closely with  
the Production Director.  
Organising the travel and  
accommodation arrangements,  
supervising more junior members  
within the department and in  
general making sure everything  
runs smoothly and efficiently.  
Give the world of publishing a  
try! Please call Julia now for  
more details.

Susan Beck

INT OFF  
THE PRESS  
£14,000 + PERKS  
If you have a burning desire to  
work for a large, well established  
daily newspaper, please read on.  
You will be based within the  
General Department working  
closely alongside the Editorial  
Manager providing secretarial  
support as well as dealing with  
his personal affairs. This position  
has a large administrative content  
and offers variety and  
enrichment.  
Please call Julia now.

Susan Beck

WORTH  
CHIEFSEA  
£16,800  
The small marketing and  
communications company based  
in Chislehurst requires a PA to  
the Chairman and General  
Manager. The ideal candidate  
must be exceptionally well  
presented, well spoken, good  
organisational skills, a sense of  
humour and able to cope with  
various pressures.  
Interviews 10am - 12pm  
Call Beverly

Susan Beck

GAME SET  
AND MATCH  
SALARY NEG.  
FANTASTIC PERKS!!  
Are you Sports crazy? Then if so  
the could be your ideal career  
move. The well known  
international organisation requires  
a bright, young, enthusiastic  
secretary/administrator. You will  
be involved in all aspects of the  
organisation, so no two days will  
be the same. Fantastic career  
opportunities, a European  
language would be useful.  
Immediate start -  
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DESIGNING DESIGNER  
£12,000  
The small design company based in  
Putnam requires a PA of modest  
experience to work for a group of  
Designers. The role is very varied,  
including graphic design, design  
coordination, client liaison and  
general secretarial duties. A  
graduate with a degree in Design  
or a related field would be  
preferred. As you will be working on a regular basis  
with the Designers, it is essential  
that you have a good understanding  
of the Design process. If you are  
looking for a new challenge and want to work in an  
exciting and fast-paced environment, please call  
Susan Beck for an interview.

Susan Beck

TRAVEL  
£11,500 + PERKS  
This is an excellent opportunity to  
work for the leading world of  
travel. You will be a Secretary to  
the General Manager of a large  
and expanding company.  
You will be responsible for the  
day to day running of the office  
and will be involved in all aspects  
of the business. As you will be  
dealing with a variety of clients,  
it is essential that you have a  
good understanding of the travel  
industry. If you are looking for  
a new challenge and want to work  
for a leading company, please call  
Susan Beck for an interview.

Susan Beck

## SENIOR SECRETARY

pressured environment  
where you'll talk at all  
levels, work flexible hours,  
with a mouse and a  
Macintosh and live on  
a diet of dictionaries.

Excellent Package  
(inc. mortgage sub.)

You won't need the diving suit  
but the pressure is on as our  
Head of Public Affairs has far  
from a nine-to-five lifestyle.

You'll be providing the secretarial  
and administrative back-up he  
requires working with a mouse, a full  
AppleMac System and a great set of  
people in a fast-paced yet friendly department.

While you won't need to swallow the dictionary  
you will need superb spelling and grammar, and as  
there is plenty of well paid overtime it's essential  
to live close to the City. Regular contact with  
everyone from the press to officials from various  
Governments makes this a high profile position.

You'll be over 35 with confidence and  
initiative, and your knowledge of  
the City and the wider world  
will be constantly called upon.

Nomura is the world's leading  
securities house and we only  
employ the best people. We expect a  
lot from them so we offer impressive rewards.

The salary is supported by a benefits  
package that includes an excellent  
mortgage subsidy, discretionary bonus,  
BUPA, low interest loans and a non-  
contributory pension scheme.

To apply, please send your full CV to  
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Nomura International plc, Nomura House,  
24 Monument Street, London EC3R 8AL.

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## SPONSORSHIP

To £16,000

Personal  
Assistant to  
Managing  
Director

MD of an innovative sponsorship  
and marketing consultancy  
specialising in the arts and  
publishing requires an  
outstanding PA. You will provide  
comprehensive secretarial support  
and will have the enthusiasm and  
skills needed to communicate with  
both clients and senior executives.  
Working in a stimulating and  
attractive environment, a good  
salary will be awarded to the  
right candidate.

First class presentation a  
prerequisite. Please send your  
CV and salary details to Connie  
Brighton, Sporo Communications,  
Grampian House, Meridian Gate,  
Marsh Wall, Docklands, London.  
E14 9XT. Tel: 01-338 9946.

SPERO COMMUNICATIONS

## MEDIA CAREERS

£9,500-13,500

As a major force in Media  
Recruitment Christopher Keats  
recruits for most of the

FILM, TV,  
ADVERTISING, PR,  
MAGAZINE & BOOK

companies in Central and Greater  
London. If you are seeking a media  
career and are prepared to use your  
secretarial skills in return for total  
involvement, responsibility and  
prospects, call one of our  
Specialist Consultants on:

01-379-4164 or 379-0344  
until 8pmSuccess Story  
£15,000

A new position has arisen within a US  
Investment House to assist the Sales Manager  
responsible for establishing and maintaining  
new trading links with the US and Europe. Set  
up systems, compose your own letters, contact  
new clients and organise presentations. Working  
to deadlines and surrounded by the hectic pace  
of the trading floor, you will have to think  
quickly and have excellent secretarial skills of  
80/50 WPM. Age 20+. Please call Elizabeth  
Williams on 01-256 5018.

HOBSTONES  
RECRUITMENT CONSULTANTSA/B  
RECRUITMENTRECRUITMENT  
CONSULTANT

An opportunity has arisen to join our Secretarial Division  
based in the City.

We are looking for a hardworking individual to join us as a  
Recruitment Consultant. You will need proven sales ability  
and the motivation to succeed.

In return for your experience and enthusiasm you will  
receive an attractive basic salary plus commission in a  
relaxed yet ambitious atmosphere.

If this is the change you are looking for call now,  
01-831-9411  
speak to Liz Vale to find out more.

17 Gilt Street, London WC2E

PA SECRETARY  
HELP!

Due to expansion, busy market research  
company in WC1 requires PA Secretary for  
2 partners. Pleasant telephone manner  
and accurate typing essential. Audio and  
WP experience required. Friendly/non-  
smoking office. Salary s.a.e.  
Ring Eileen on 01-833 3181.

## MARKETING DIRECTOR'S PA/SEC

Victoria £17,000

The Marketing Director of this financial  
futures company needs a PA/Secretary to  
join a small, enthusiastic and hard-working  
team. The successful candidate will be  
responsible for assisting with the admini-  
stration of the department, updating the  
client database, and many other varied  
duties. Aged 22-28. Speeds 90/60 + WP and  
audio.

COBOLD AND DAVID  
RECRUITMENT LTD.  
35 Milton Place, W1  
01-483 7788

SH PA/ ADMIN  
£16,000 + Mort  
City Stockbrokers

A leading City Stockbrokers requires a well  
groomed articulate person with a flair for  
admin to assist a Senior Executive setting up  
a new division. The successful applicant will  
have good secretarial skills but be able to  
provide a high level of admin backup. A  
knowledge of a European language would be  
useful. Sal £16,000 + immediate mort,  
BUPA, paid OT, non contrib pension.

Tel: Angus Watson on 01-929 1281 or  
fax a CV on 01-621 0985.

PA/EXECUTIVE -  
ADVERTISING AGENCY

Bright career minded person required by Ad  
Agency to assist Group Account Director service  
his list of prestigious clients.

Good all round secretarial/admin/telephone skills.  
Work will include internal and external client  
contact. Advertising Agency experience preferred.  
Top salary for the right person.

Apply in writing to:  
Mr JC Mearns, BCB Ltd, Limited,  
The Business Centre, Shropshire House,  
11-20 Copper Street, London, WC1E 6JA.

DESIGN CONSULTANT  
RITCHESSecretary to Chairman  
£13,500

This is a public sector job. The  
Architectural company is based in  
London, Northamptonshire and the  
USA.

We are currently recruiting a Secretary  
to our Chairman, Royce Tully. To  
work alongside his Personal Assistant  
in the London office.

This very varied role involves  
excellent secretarial skills in a  
shortland, audio and WP. The role  
is one under pressure where a sense of  
humour is essential.

The successful applicant, ideally  
between 24 & 26, should have 4 years  
experience at Director level, be well  
presented, discreet, with good  
communication skills, and should be a  
non-smoker.

We will be relocating from the West  
End to Kings Cross early this summer.

Please write with full CV to:  
Kathryn Gough-Jones  
40 North Square,  
London W1N 5JL

Marketing - Hendon  
Up to £13,000

A varied and exciting role for a  
well educated 2nd jobber with this  
young expanding Co. Liaise with  
ad agencies, get involved in  
research and use your writing  
skills. Must have good typing - 50  
wpm+. Definite progression. Age  
24+

Editorial/PA - City  
£14,000 + Benefits

Opportunity for a Graduate to  
work within this well known  
financial publishing house.  
Excellent sec. skills essential,  
audio, WP 65 wpm. Desire to get  
involved in research advantageous.  
Communication skills a must. Suit  
2nd/3rd jobber. Ideal Age 25-28.

For details please contact Graduate  
Appointments on 01-629 7262  
(Rec. Cons.)

## GRADUATE

## APPOINTMENTS

7 PRINCES STREET LONDON W1

## HUNTER

## PARTNERS

## SECRETARY

## MAYFAIR

Two Directors of young professional  
Architectural/Building Surveying firm seek  
presentable, well-spoken secretary.  
This client-oriented position will involve the  
successful candidate in all the normal secretarial  
duties associated with a design environment and in  
addition, will require well-developed social skills.  
- Accurate typing of 80 wpm plus WP experience  
essential. (An interest in grouse shooting, sking,  
rugby and cricket will help!)

Attractive salary and benefits package includes  
lunchtime allowance, non-contributory pension  
scheme and BUPA membership after a qualifying  
period.

Application is by CV to:  
Bridget Shaw  
Hunter & Partners  
25 North River,  
London W1R 1DJ

NO AGENCIES

Strong Medicine  
£14,000

Fantastic opportunity for a bright young  
secretary to take on more and more assisting the  
Corporate Communications Manager of an  
international pharmaceutical company near  
Green Park. You will be working under  
pressure, often without supervision, as you  
organise meetings/conferences, liaise with City  
Analysts, send press releases and deal with the  
public. This is a challenging secretarial role  
requiring a calm, organised approach and skills of  
rusty shorthand/50 WPM. Age 21-28. Please  
call Lesley Blake on 01-437 6032.

HOBSTONES  
RECRUITMENT CONSULTANTSKNIGHTSBRIDGE  
ESTATE AGENTS

## ENTHUSIASTIC SECRETARY

with first-class skills for busy Sales  
and Letting Office.

Salary negotiable.

Apply: Brigid Keenan.

Tel: 01-629 6604

## OFFICE ADMINISTRATOR

West German carpet manufacturer opening  
new London Sales Office requires experience  
person with W.P. skills, capable of running  
office & assisting Sales Director.

Career opportunity with excellent salary

contact: Peter Johnston  
SCHAEFFLER International  
01 378 8440

01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

## THE BARING FOUNDATION

## Administrative Secretary

Due to retirement, a vacancy has arisen for an Administrative Secretary with the Baring Foundation. The Foundation is one of ten major grant-giving Foundations in the country and is closely associated with the well-known merchant bank, Baring Brothers and Co., Limited.

The Secretary will be responsible for the administration of the Foundation under the supervision of the Adviser. This will involve the management of the office and staff; processing and control of appeals; preparation of papers for monthly meetings and minute taking; record-keeping and liaison with in-house accountants.

The successful candidate will have previous experience of personnel and office management, administration and be able to liaise effectively with clients and the public. A working knowledge of, or interest in, computer systems would be an advantage.

A competitive salary is offered together with benefits which include mortgage subsidy, LVs, BUPA, interest-free season ticket loan and a non-contributory pension scheme.

To receive further details regarding this position, please telephone the Personnel Department on 01-283 8833.

## RECEPTIONIST/COORDINATOR

AGE 25-35 £13,000

We are looking for a well-presented, articulate Receptionist/Coordinator, with a friendly, outgoing personality to work with our team of Consultants in a small but happy office.

The successful applicant must be flexible with accurate keyboard and WP skills, and an ability to remain calm and unflappable under pressure; be a good organiser, have interpersonal

skills and a sense of humour. A high standard of both written and spoken English is essential. As in any small office, the ability to keep a number of different balls in the air at the same time! If this sounds like you - then please phone us without delay, 01 606 1611. 3/6, Trump Street London EC2V 8DA

## SENIOR SECRETARIES

THE RIGHT PEOPLE FOR THE RIGHT PEOPLE

## It's a great move for Jaygar!

Jaygar Careers have moved to lovely new offices to provide even more job opportunities and an even better service for our clients.

Jaygar Careers are now at:  
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01-235 6353

(Permanent)

01-235 9285

(Interior Design)

01-235 9222

(Temporary)

Fax: 01-235 9138



## Calling all college leavers!

Winifred Johnson, the specialists in college leaver appointments, have moved to new premises to bring you even more interesting job opportunities. Call us now to discuss the best move for your future career.

Winifred Johnson are now at:  
188 Sloane Street, London SW1X 9DF

Tel: 01-235 9222

Fax: 01-235 9138

Winifred Johnson (MRC, COMS)

## ADVANCE TO MAYFAIR

## RUN THE OFFICE £15,000

Two charming surveyors are in urgent need of a super Secretary to run their office with total efficiency and a sense of humour. They are both distinguished and need a firm but gentle hand to guide them through their hectic work schedule. If you have good shorthand and audio skills, can cope with mobile phones, frequent appointments and numerous meetings then these two gentlemen will be most grateful. Ideal age late 20s early 30s. Driving licence absolutely essential.

## ROOM AT THE TOP £15,500

Yet there's room at the top for one more person in this major firm of surveyors who are based in London's West End. This lovely person already has a PA but is an desperate need for another secretary to join them. Ideally you will be conversant with Wang, have fast audio speeds and good presentation in both your work and yourself. This position would suit someone mid-20s to mid-30s who is looking for a secure but rewarding position.

## THE CHARMER £12,000-£13,000

This gentleman is certainly one of the most charming surveyors we've met. He has a great sense of humour and is a partner in a large prestigious property company based in the City of London. This lovely person already has a PA but is an desperate need for another secretary to join them. Ideally you will be conversant with Wang, have fast audio speeds and good presentation in both your work and yourself. This position would suit someone mid-20s to mid-30s who is looking for a secure but rewarding position.

## CALL NICOLA BLAKESLEY ON

01-495 2360

Mayfair Recruitment (W1) Ltd, The Systems Centre, 19 Bruton Place, Mayfair London W1X 7AB

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## R.S.V.P.

£14,000

Our clients are Specialists when it comes to live entertainment. A highly-established, successful concern, they are currently seeking a flexible and resourceful individual to join their close-knit, hard working team. You must be a methodical worker with a good eye for detail; possess lots of initiative and organisational capability. A well-presented, confident outlook is essential for this fast-paced role where ability to communicate at every level is vital. Fast typing to 60 wpm + a solid working background to date is requested. Small, busy environment in W. London. Tube nearby but car driver useful. Telephone 01-493 5787.

GORDON-YATES

Recruitment Consultants

## A Move to the Best...

A first-class, outgoing individual is urgently sought by our client, one of the world's most successful PR agencies. Their progressively high reputation stems from their high professionalism and continued creativity. You enjoy working as part of a team where your organisational brilliance and love of admin can shine. Besides providing secretarial support to 2 Directors, you will undertake mini projects, compile press cuttings, handle frequent contact with clients and press and attend exhibitions etc. Age 20+ with 50 wpm typing? Precision, initiative and the ability to flourish in a fast-paced environment essential. Salary £12,000. Beautiful offices in W1. Call 01-409 1232.

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Recruitment Consultants to the Communications Industry

## All you need to get out of the typing pool.

Let's face it, finding the right temp job, can be a job. Fortunately, Brook Street can help.

We'll introduce you to Audition.

A unique system that lets us know your strengths and helps us find you the best temporary work.

It also develops your keyboard skills and cross trains you onto other software packages.

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Which means more money will come your way. So don't drown in mundane temp work. Be in the swim with Brook Street.

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An international outlook?  
To £13,000 + benefits

Currently enjoying strong and exciting growth, our client is one of the country's leading names in Executive Search. The well-organised self-starter to work in conjunction with his present PA in a small, friendly team which buzzes with activity. You must be capable of flourishing in this fast, pressurised environment and have the confidence to communicate well at senior level. First-class audio-typing skills and meticulous attention to detail pre-requisite qualities. Excellent training ground. Classic, beautiful office in SW1. Age 19+? Telephone 01-493 5787.

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Recruitment Consultants

## PR Panache!

Whizzy young Covent Garden PR agency seeks a confident, sparky and enthusiastic individual to team up with a charming Account Manager and Account Exec working on one of their most prestigious and long-held Accounts. Really super company offering a tremendous learning ground in PR and lots of potential to progress once you've proved your mettle! Extensive PR contact, client liaison, updating press lists, press releases, organising presentation slides, co-ordinating photos, mascots and various other promotional materials. No short-hand. Good typing essential to cope with workload. Initiative vital. Age 20+? Salary £12,000. Call 01-409 1232 today.

THE WORK SHOP

Recruitment Consultants to the Communications Industry

Business Assistant  
£17,000

Our client, leading international property developers with specialist interests in Europe and Africa, is seeking an ambitious and highly motivated PA to manage their new UK office based in SW1.

You will need fully developed communications skills to establish close ties with their wide range of clients from private investors to international financiers; an aptitude to shoulder responsibility and the flexibility to become involved in all aspects of their business. The job will be demanding and offers career expansion for the right person. Age 24-35, skills 90/60/WP, a European language an advantage.

Please telephone Sarah Stewart on 01-434 4512.

## Crone Corkill

RECRUITMENT CONSULTANTS

DENT LEE WITTE plc  
TOTAL INVOLVEMENT  
PA to Directors - £15,000

We are a small, professional and rapidly expanding team of Change Management Consultants who are searching for a highly efficient and experienced PA to provide secretarial, administrative and research support to our four busy Directors.

This is a demanding and varied position which requires someone with highly developed communication and organisational skills as well as commitment and discretion to meet the requirements of the job. For the right person, it also offers the possibility of career development into the marketing/PR role.

You will be required, amongst other duties, to attend client meetings at their premises, organise conferences and undertake small research projects. In addition to having excellent technical skills we require Apple Macintosh experience. The successful candidate will be ambitious, articulate, well presented, a non-smoker and socially confident. A sense of humour is essential and a driving licence useful.

Send fax your cv or with a handwritten covering letter to:  
Nanette Bell, Dent Lee Witte plc, 4th Floor, Bechtel House, 245 Eversham Road, London W6 6DP Fax 01 895 2163

MARKETING  
£16,000+

The new Marketing Manager of a small West End company needs a secretary/marketing assistant to start as soon as possible. He is buzzing with ideas and so will need someone with lots of energy just to keep up with him and become fully involved in the company. Speeds 100/50 wpm. Age 22-28.

PR  
£15,000

Dynamic P.R. Co with top-notch clients, are looking for ambitious and motivated at all levels. Excellent career prospects. You'll need to be well presented with a great sense of humour and the perfect organisational skills. 50wpm, audio, 5/4 pref. Age 20-25.

Please call us for an interview until 6.00pm.  
LONDON BRUSSELS

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## MANPOWER

WP  
SECRETARIES

Superb opportunities for shorthand/audio secretaries with experience of:

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Wordperfect 4.2 + 5

or

Multimate Advantage 2

Plus free cross training onto most of the major systems, and other benefits including holiday and bank holiday pay.

Please call us today on:

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Temporary and Permanent. Manpower makes the difference.

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## COMMERCIAL PROPERTY

by Christopher Warman  
Property Correspondent

## Developers hold back

It is not only house prices, but the value of residential building land which has suffered in the property market slump. As a consequence of the ending of double income-tax relief and the rise in interest rates, many developers have been unable to sell houses on their existing sites, and not surprisingly are unwilling in these circumstances to add to their "land banks".

In its property market report, the Inland Revenue Valuation Office charts the falling value of land throughout Britain. The reduced demand from developers has led to many landowners keeping their land off the market. The report says: "Unless they are forced to sell due to cash flow problems, landowners generally prefer to wait for an upturn in the housing market rather than to sell at today's depressed land values."

There have thus been few transactions in most parts of the country, and district valuers have

## Building land is also suffering in the slump as investors wait for a boost to prices before using their existing sites

forecast that the market in residential building land is unlikely to improve in the near future.

In the South-East, developer demand for residential building land has fallen. Single plots are selling, but most developers have adequate land banks or partly completed developments. Developers, in many instances, are prepared to take only options on land, which they will exercise when the market improves.

Basingstoke exemplifies the changes. Land prices there, at about £1 million a hectare (about £400,000 an acre), are said to be down to pre-1988 boom levels. In many areas, despite the lack of

demand, supply is limited because of Green Belt restrictions. The Valuation Office is watching to see whether Christopher Patten, the Environment Secretary, will allow the development of any new villages in the Green Belt.

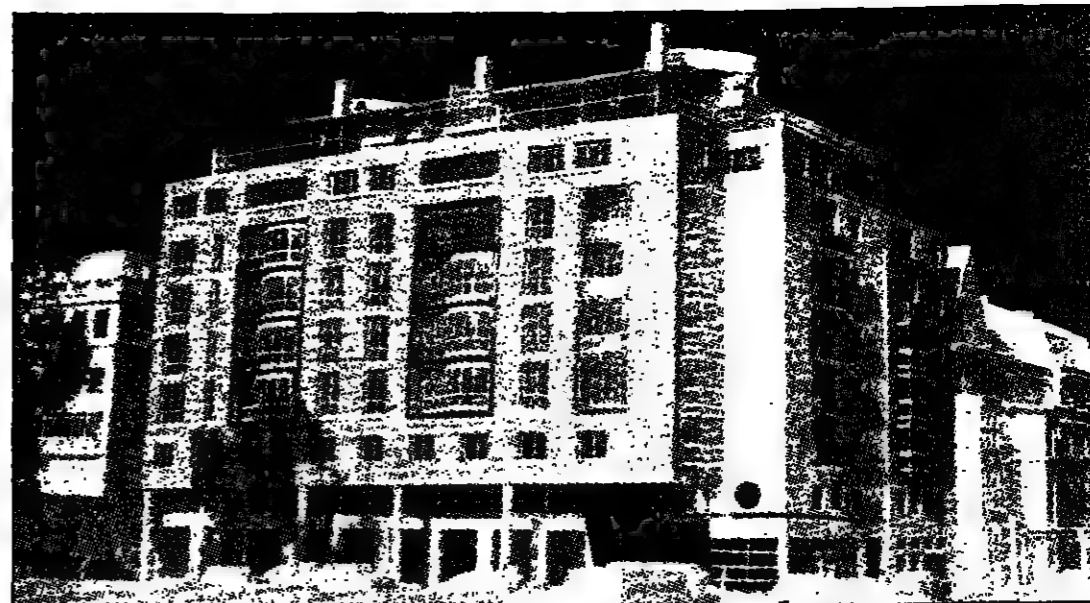
"Such developments would release large areas of land on to the market," the office says, "but it remains to be seen whether there would be demand for them in today's depressed market."

Over the last year, residential development land in the North, North-West and Yorkshire and Humberside has seen increased values as the ripple effect of the southern boom reached its peak, but it is difficult to see that

situation maintained over the coming year, even if the slowdown is not as dramatic as elsewhere.

Certainly the East Midlands, East Anglia and London have been badly affected. In East Anglia, values are said to have fallen by as much as 40 per cent in the Norwich area and by 25 per cent in the Cambridge area. While there is still a good demand for single plots in sought-after residential areas, so long as the price is realistic, land prices are expected to continue to stagnate.

If, of course, land were sold at these reduced prices, it could lead to a recovery because it would enable houses to be built at reduced prices also, but vendors are reluctant to sell unless forced. Everyone — vendors and buyers — is waiting for a better market, and the first signs of that are likely to produce an immediate flurry of activity. It will need both luck and astuteness to be in the market at the right time.



MEPC plc has produced a detailed model of proposals to provide a new building to replace Brook House at 113, Park Lane, London W1. It is discussing the proposals with the freeholders, the Grosvenor Estate, and hopes that Westminster council will decide on the planning application by the summer. The present building dates from the 1930s and has been MEPC's headquarters since 1964. The firm wants to re-establish Park Lane as a residential location and provide flats of a quality not possible within the existing building. Under government regulations, Brook House must revert to residential use after temporary office permission, but office space of 11,515 sq ft in addition to 19 flats on eight floors is planned. The architects are Michael Squire Associates, and the main facade has a red-brick screen with balconies.

## Potential profits with little tax

The Property Enterprise Trusts, a tax-shelter scheme, has launched a £13 million trust to acquire Number 40, Marsh Wall in London Docklands, its third trust, which takes investments this year to about £26 million. Its two Manchester schemes are worth £52 million.

Its managers will take subscriptions until the very end of the tax year. They claim the trust has been launched so late in the financial year in order to secure the best deal

## IN THE MARKET

for investors. The trust will give a 6.5 per cent yield after all charges, with an estimated 98 per cent of investment cost deductible from income.

Rosehaugh SC Properties has launched its new office development, Caslon, in Chiswell Street, London EC1, a 77,000 sq ft scheme on 12 floors in a City area

which is attracting financial and professional companies. It is Rosehaugh's first joint venture with Shimizu, a Japanese company. Godfrey Bradman, Rosehaugh's chairman, comments: "I am confident that it will be the first of a series of projects which we will complete successfully together."

The joint agents, Gooch & Wagstaff and Dunlop Heywood, are offering the building as a whole, or by floors from 5,500 sq ft at quoting rents equating to £47 a sq ft.

THE commercial property market in the Thames Valley during 1989 has seen an "unexpected" shift towards offices and away from light industrial premises, Campbell Gordon, chartered surveyors, reports in its annual analysis of demand in the area.

The survey states that the sharp fall in demand for light industrial space contrasts with current opinion, which considers that there is a "shed shortage" in the Thames Valley. "This fact, and the demand for office space, suggests that the market for offices and BI

## Less demand for light industrial space

space in town centres and out-of-town centres may not be out of balance after all."

Demand for light industrial space dropped from 387 to 226 companies, a fall of 42 per cent from the previous year, while demand for office space went up sharply from 199 to 431 com-

panies, an increase of 116 per cent. Although there was a modest increase in the total number of companies looking for space, the amount of space required fell from a peak of 25.5 million square feet in 1988 to 21.8 million square feet last year, a fall of about 15 per cent. Ian Campbell, senior partner

of Campbell Gordon — which is based in Reading, Berkshire — says the survey supported the view that the Thames Valley is moving away from "lower order" manufacturing and distribution towards wealth-creating "higher order" business activities. It indicates that in the 1990s the Thames Valley is destined to be an elite region of high earners producing high-value, low-bulk products. "The evidence has important implications for developers considering the type of space which will be in demand in the 1990s."

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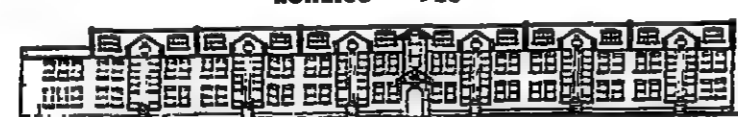
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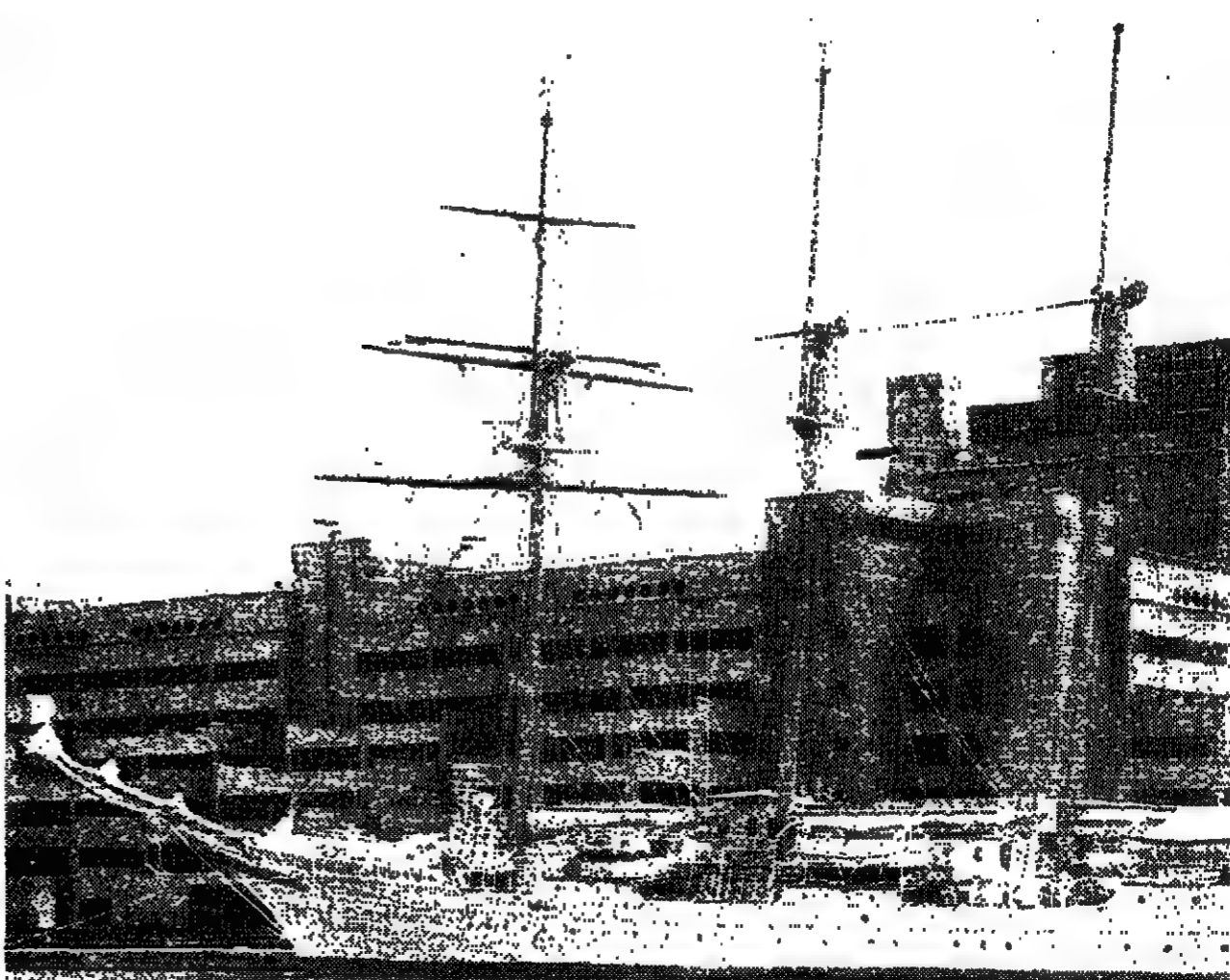
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# Bumpy ride ahead after sales hit the down road

The consequences of soaring bank interest rates have been etched deep into the order books of commercial vehicle manufacturers, who are now counting the cost of the depression sweeping through industry. Order books were full last year as the economy boomed, and sales soared ahead by more than 4 per cent to almost 299,000 vehicles.

Sales of light commercial vehicles depend probably more than any other sector on the investment plans of business. When the economy is buoyant, businesses renew their vehicles with enthusiasm.

But when it slows, new vehicles are among the first items of spending to be reduced drastically or axed. That has been underlined in the past few months as companies have been cutting back their search for the new vehicles that will power their businesses into the 1990s.

From a position last year in which manufacturers had "never had it so good", sales have dropped by 8 per cent so far this year. And unless the Chancellor of the Exchequer, John Major, can revive the economy or investment spending by industry, no recovery will be in sight.

Vauxhall, with its Bedford and Vauxhall car-derived van sales, warns that sales will slip throughout the year to about 10 per cent, in line with the kind of fall predicted for private cars. The company says: "There is no doubt that the lack of confidence in business is spreading into the way companies spend their money and how often they are prepared to renew their vehicles."

The Society of Motor Manufacturers and Traders warns: "The light commercial sector is very much dependent on the way the economy goes. High bank interest rates mean that the natural buyers of light commercial vehicles, particularly small businesses and the construction industry, are not ordering so many vehicles as they were a year or more ago at the height of the boom."

Manufacturers had their best year on record in 1989. Sales throughout

When the economy is strong, vans sell well. But now buyers are hesitant, Kevin Eason says, and manufacturers face tough times



Posting a winner: Cor Bean (right) of DAF hands over to Nick Nelson of Royal Mail's Parcelforce the first of more than 1,000 DAF vans

## IN THE VANGUARD

Leading makers of light commercial vehicles, 1989

Ford	114,730
General Motors	43,121
Japanese (includes Toyota 8,600, Nissan 10,001)	32,205
Rover	19,782
Renault	18,475
PSA	13,023
Leyland DAF	16,138
Mercedes	8,815

the commercial sector were buoyant on the back of the revival in construction and retail spending in the high street, which meant the ordering of small car-derived and medium-sized vans for extra delivery work.

Total sales of light commercials moved to 298,900 vehicles. The medium-heavy vans sector accounted for 159,500 vehicles, light vans 119,500 and light 4 x 4 vehicles 19,900.

This year will be tougher as manufacturers face fleet buyers no longer able to spend purses fattened by big profits. At the same time, manufacturers geared up for extra production will try to maintain their

market share, probably not by discounting but by raising their vehicles' value and performance.

One dealer says: "There is not much room for discounts. Instead, vehicles will have to perform better and last longer to satisfy companies that now have to justify to the board their spending - in detail."

Commercial vehicles powered by diesel engines were traditionally unable to perform without exchanging their ruggedness and longevity for smelly, dirty fumes. For the first time, that image may be about to change as a new generation of diesel engines offers more power, better fuel economy and less pollution than many

competitor petrol engines. The direct-injection diesel, now used by most makers, improves fuel economy by as much as 15 per cent over older engines. The vibration and noise associated with the diesel engine have also been reduced.

While environmentalists call for lower fuel consumption by motor vehicles, to lessen environmental damage, manufacturers say the diesel has a great contribution to make in fuel savings. For the driver, there is also the bonus of better pulling power and acceleration.

For the operator, there is greater reliability and longer component life - two things that show in the red column of any fleet finance sheets and which eventually determine whether vehicles should be replaced and what makes choices.

Ford, in keeping with its dominance of the car market, also leads the way in the light commercial sector, despite a difficult start to the year - Transit van production at its main Southampton plant was at a standstill for seven weeks because of strikes at the transmissions supply factory at Halewood, Merseyside.

Transit sales, however, were more than 68,600 last year - four times more than those of its nearest rival, Leyland DAF, the former Freight Rover business, which manufactures at Birmingham and sold more than 16,100 vehicles in 1989.

However, the company with great ambitions in the sector is General Motors, with its IBC subsidiary, which it owns with Isuzu of Japan, with its Astramax and Midi commercial vehicles.

Although Vauxhall forecasts a decline in the 1990 market, it expects to increase its share of the market from the 12.38 per cent of last year, which was its highest for 16 years. The company is bullish, expecting an increase from about 43,120 vehicles to 44,000 vehicles, despite a drop in the total market.

A Vauxhall official says: "There is a lot of work to do this year because of the predicted fall in sales."



Asquith's Shire: Twenties-style motoring is making money for a small UK company

## Profitably rolling on as the old times roll back

A bygone style has created a thriving modern market

It looks as if it should be a mercantile entrant for the London to Brighton rally. At face value, the elegant Asquith Shire is the epitome of the affluent 1920s when the Empire was at its height.

It is that blend of style and grace coupled with comfort, performance and reliability that is carving an export niche for the Asquith Motor Carriage Company.

In less than a decade, its principal product, the Asquith Shire, in both one-ton van and 16-seater coach forms, can be seen ferrying German beer and people around oriental theme parks. Blue-chip companies eager to cash in on the "old world" look include Coca-Cola, Akai, McDonald's and the BBC.

Its appeal, of a bygone age when times were, supposedly, more civilized, is world-wide. However, the Shire is truly a child of the enterprise decade, cashing in on the style generation, and it is earning valuable exports in the toughest of markets - Japan.

This year alone, the company expects to earn nearly £1 million from sales in Japan, making it the Asquith's biggest market. And while the 1929 Model A Ford, on which the Shire is based, cost £165 (ex-works), its 1990 counterpart - built, in the main, on a Ford Transit chassis - will set back domestic buyers between £22,000 and £25,000. Japanese customers are eager to pay about £100,000 for the vehicles, which have to undergo two months of tests and conversions to meet their stringent pollution and specification laws.

Breaking into the Japanese market had nothing to do with sentimentality, however, as Asquith's marketing director, Crispin Reed, confirms: "It has been a hard slog. We had to supply drawings for everything. But our agent, Hiroshi Okada, president of Hit Japan, in Tokyo, has done a tremendous job for us and we expect to sell 40 vehicles there this year."

"Our first model was presented as a gift at the opening of a Japanese branch by Daks Simpson of Piccadilly. Coach versions have been used by golfers at championships and we have just sold two of the coach versions to the operators of a Dutch theme park in Nagasaki."

Asquith Motor Carriages, based in Great Yeldham, a small Essex village, exports 90 per cent of production. It aims this year to boost turnover to £2 million, ensuring continuation of employment for its skilled band of 35 laminators and bodymakers.

Whereas Asquith has seen half a dozen would-be UK competitors go out of business through lack of capital, a decision six years ago to become part of the agriculture-based Hunnabell Holdings Group has ensured financial stability. It did, however, cost Mr Reed the services of his partner, Bruce West, who resigned.

Mr Reed, who dreamt up the idea with Mr West, says: "The group pumped in a much needed £300,000 worth of capital."

"The idea for the Asquith came while Bruce and I were

running a reproduction-furniture business. We decided to restore a vintage 1928 Austin 12 van and use it for local deliveries and publicity."

"The old Austin was a great success in promoting the company, but it was not reliable. Soon another chassis cab, a Ford Transit, was stripped and a reproduction body, this time inspired by the 1929 Talbot and Model A Ford, was built on it."

Inquiries for other reproduction vans took on importance as the furniture business was hit by the 1981 recession. Craft workers who had been making expensive Chesterfields, commodes and chairs turned their talents to coach-building.

It takes 1,000 man hours to

build a Shire - 1,200 for a coach - from when the basic Transit chassis cab unit enters the company's 45,000 sq ft complex at Great Yeldham. During that time, the cab is removed and the front of the chassis cut off. A new section is welded in place to extend the chassis by almost two feet. This brings the suspension unit in front of the engine in true vintage tradition. After painting and under-sealing, the body is added. Then the customized painting - 200 hours of it - takes place. Skilled signwriters can take up to six days to reproduce the most exacting designs. Asquith is now trying to tackle the US market.

Tim Healy



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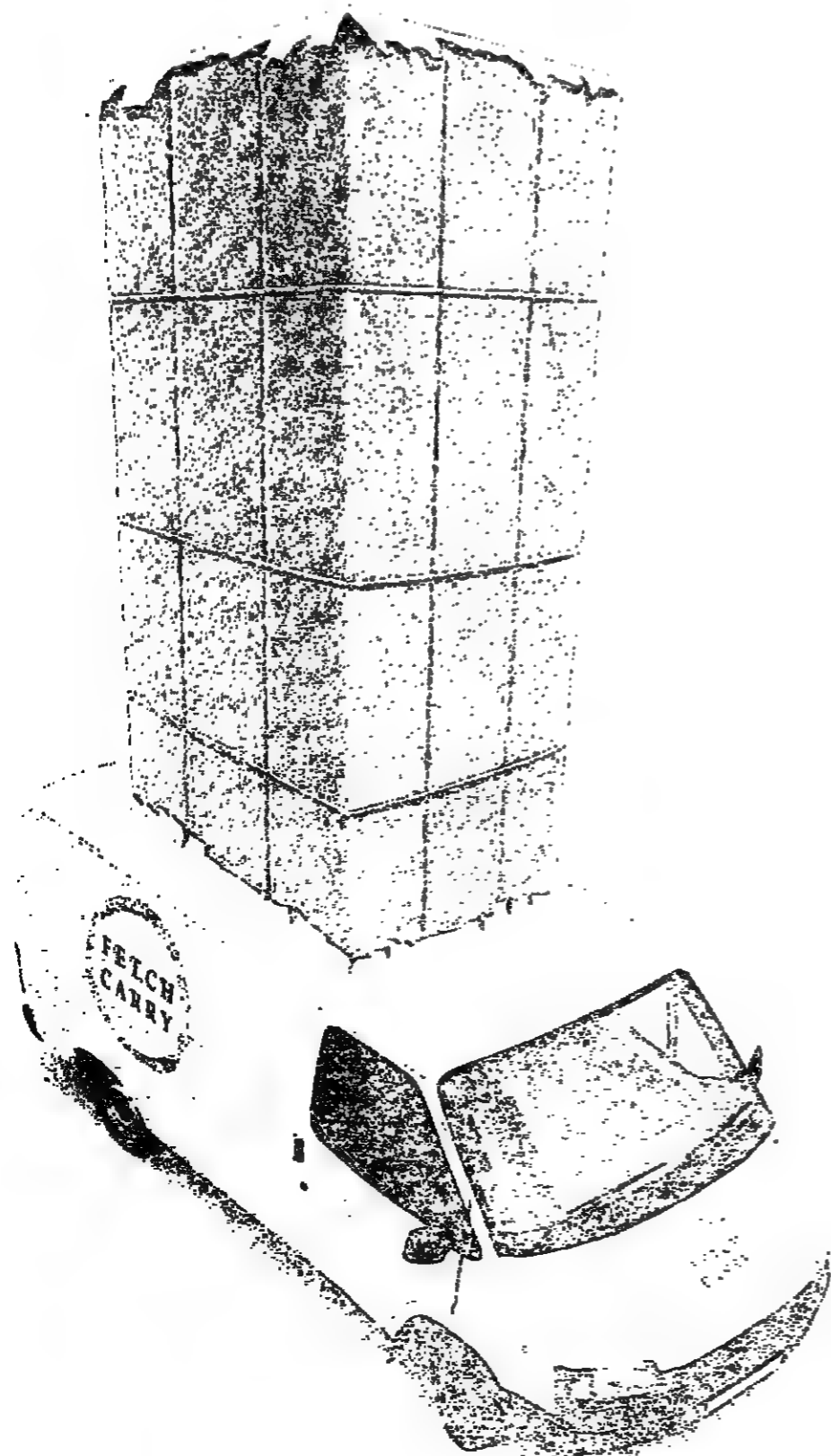
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## Diesel tries for a green image

The reputation for noise and fumes is hard to shake off, but manufacturers are under pressure from legislators

The light van is an obvious target for environmentalists. There are a lot of them—almost 300,000 new light vans were sold in Britain in 1989, they are widely used in congested cities and they cover much higher annual mileages than most family cars (Daniel Ward writes).

Soon, as many as two-thirds of all the new light vans sold in Britain will be diesels. The shift from petrol-engined vans is likely to be accelerated if legislation makes it necessary to fit them with fuel injection and three-way catalysts in the exhaust systems, both of which are expensive.

The diesel is something of a mixed blessing as far as the environmentalists are concerned. Compared with a petrol engine fitted with the most sophisticated electronic engine management system and three-way catalyst, the diesel emits less than 10 per cent of carbon monoxide and 25 per cent of the hydrocarbons, although nitrous-oxide emissions are a little higher. But a diesel exhaust emits soot and other particles and causes a strong smell. Experiments on rats with diesel fumes have been said to show that in high concentrations the fumes can be carcinogenic.

Health fears about the diesel led to a dramatic fall in sales in West Germany, although public opinion has begun to change as vehicle-makers have launched the so-called "green" diesels.

The volume of carbon dioxide emitted by an engine is roughly proportional to the amount of fuel it uses. The diesel is at least 25 per cent more economical than a petrol engine, so the amount of carbon dioxide it produces is significantly reduced. Volkswagen has already shown what

can be done to make the car diesel "greener" and this technology could be applied to light vans. VW's "environmental diesel" uses a turbocharger more normally associated with greatly boosting the performance of petrol engines. But VW uses the turbo to supply an excess of air to the engine, which ensures better combustion, reducing the dark exhaust smoke.

The fitting of a simple oxidation catalyst in the exhaust helps to cut particulate emissions by half and minimizes the diesel smell.

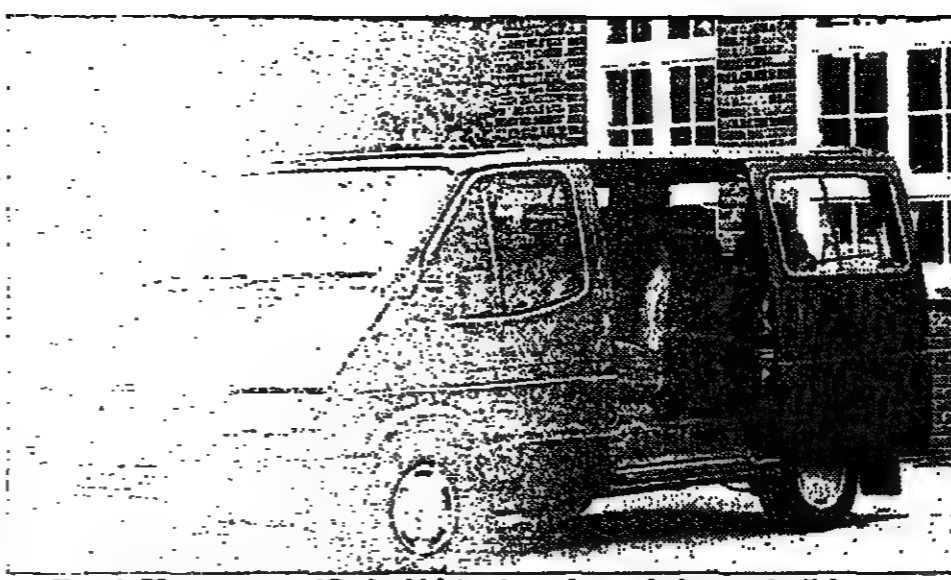
An exhaust filter to trap the microscopic particulates is an obvious answer, but preventing the filter from clogging, and other problems, have kept

engineers busy. The "green" light van diesels have yet to appear in Britain. The first petrol van fitted with a three-catalyst system, a VW, has just been launched in the UK. Ford's Transit 2.5-litre direct

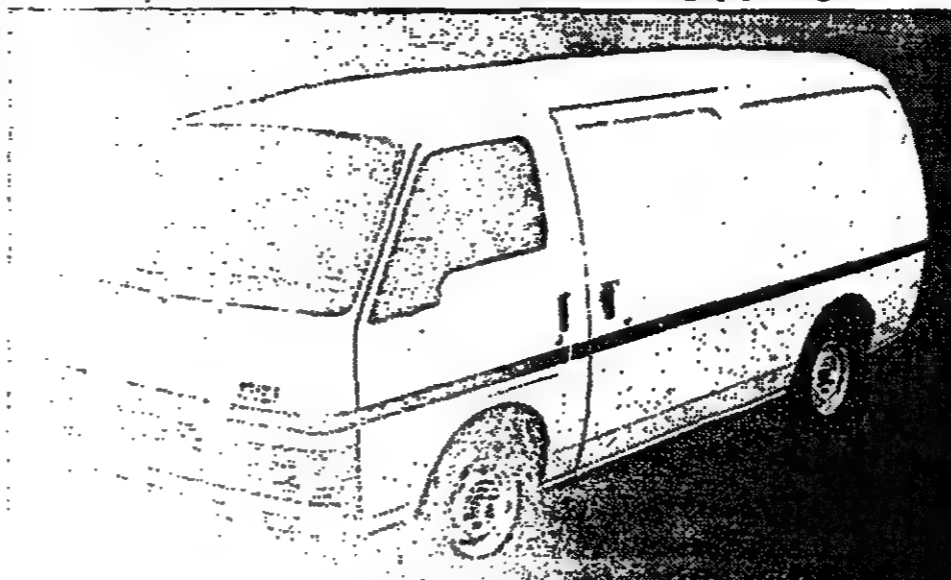
injection diesel was modified in 1988 to meet the tough 1984 US light-duty truck emissions legislation. A simple exhaust-gas-recirculation system achieved significant improvements. Ford's 1.8-litre turbo diesel already has low emissions and meets the US standard, as does the Bedford Astra van 1.7-litre diesel.

The European exhaust-emission legislation is in an apparently constant state of turmoil. Previously, the authorities gave light vans a dispensation for carrying heavy loads. But this is to be eliminated by April 1991 for small diesel vans and by April 1994 for the heavier Transit-size vehicles.

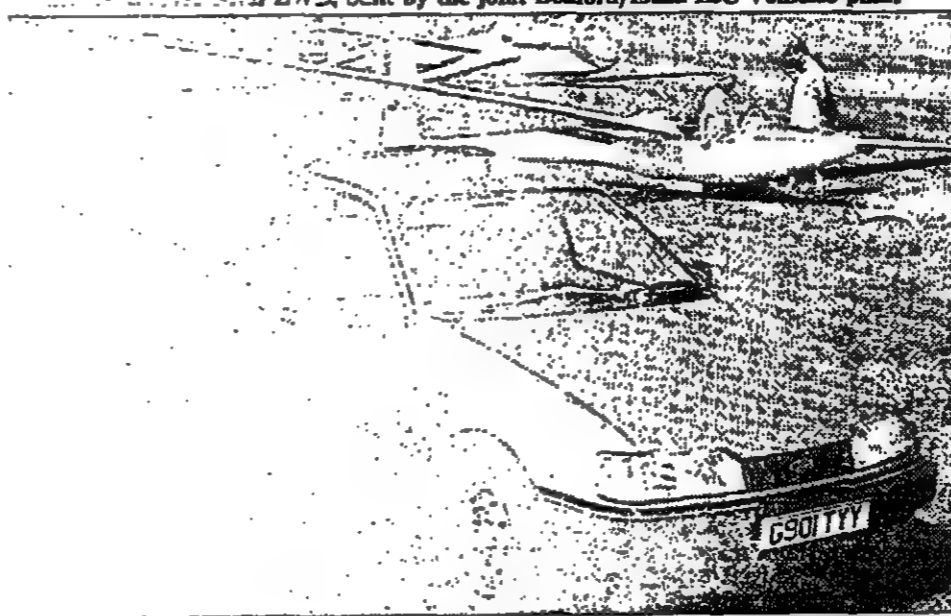
The possibility of the legislation for diesels being made more demanding is real and could lead to oxidation catalysts being fitted to diesel vans.



Transit GL nine-seater of Ford, which has learnt how to design popular light vans



Bedford L200, built by the joint Bedford/Isuzu IBC Vehicles plant



Pickup of the Ford P100, a good seller and based on the Sierra car

# The Ford Transit. Sentenced to twenty-one years hard labour down a salt mine.

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Before a Transit starts its life of penal servitude, it's sawn in half. This enables it to fit into the lift shaft. At the bottom it's simply welded back together again.

So sturdy is a Transit that even after this unconventional treatment they go on running for decades.

ICI's oldest has been underground for twenty-one years. The last time it saw daylight, man hadn't yet set foot on the moon.

Surprisingly, the salt hasn't rusted the veteran's bodywork as there's very little humidity underground. (Our anti-corrosion paint treatment probably helps a bit too.)

The roads are the real problem. Over a hundred miles of tunnel have been blasted out of the Triassic rock. Imagine driving over an endless succession of sleeping policemen and you begin to get the idea.

So punishing are the conditions that all ICI's Transits have to undergo a rigorous

mechanical inspection, as laid down by the Mines and Quarries Act 1954. It's similar to an MOT test, but instead of being once a year, it's once a week.

As legendary as a Transit's toughness is its versatility. In addition to the short wheel-base 120 Standard Chassis Cab chosen by ICI there are over 36 other panel vans, chassis cabs and buses in the range.

And if that wasn't enough, Ford's Special Vehicle Operations department has also developed a number of modification packages. They help specialist bodybuilders turn Transits into tipper trucks, armoured security vehicles, cavernous Luton box vans, miniskip wagons, the list goes on and on.

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# England hope to fly on tried and tested wings of adventure

## The phoney war of succession

Millichip's instincts are right; but in practice the FA is a long way behind the German line of succession, which began in 1937 when Sepp Herberger succeeded Otto Nerz after Germany's failure in the Olympic Games the previous year. In 54 years West Germany, reaching five World Cup finals in the last 20 years, will have had only five team managers, and of these only Beckenbauer was not planned years in advance.

Year	Date	Venue	Result
1956	May 9	Wembley	England 4 (Taylor 2, Grainger 2, Brazz 2) (Paulinho, Dioli)
1958	June 11	Sweden (WC)	England 0, Brazil 0
1959	May 13	Rio	Brazil 2 (Julinho, Henrique), England 0
1962	June 10	Chile (WC)	England 1 (Hitchens), Brazil 3 (Garrincha 2, Vava)
1963	May 8	Wembley	England 1 (Douglas), Brazil 1 (Pepe)
1964	May 30	Rio	Brazil 5 (Ransick 2, Julinho, Dize, Pele), England 1 (Greaves)
1969	June 12	Rio	Brazil 2 (Tostao, Jansen), England 1 (Boh)
1970	June 7	Mexico (WC)	England 0, Brazil 1 (Jairzinho)
1976	May 23	Los Angeles	England 0, Brazil 1 (Roberto)
1977	June 8	Rio	Brazil 0, England 0
1978	April 19	Wembley	England 1 (Keegan), Brazil 1 (Gil)
1981	May 12	Wembley	England 0, Brazil 1 (Zico)
1984	June 10	Rio	Brazil 0, England 2 (Barnes, Hatesley)
1987	May 19	Wembley	England 1 (Lineker), Brazil 1

## Chance to contest world title

## Injuries a threat to England

### A team's push for victory

## A threat to England's push for victory

## England victory

## Sponsor's multiple approach

## Smith still battle with

## ll leads th th Blake o

## the fleet as continues

The increased budget, including the prize of \$10,000, the race organizer, Winning, has already attracted a world-class field including some of the top 100 world-ranked thoroughbreds, last year's winner, and the world champion, Mart Allen, from the United States, has been signed and will use the event in his final preparations for the Orlando-based championships two weeks later in Florida. The Brush champion, Sarah Springman, will also take part in the 400-strong entry.

The Portsmouth City Council has given its backing to the race, refused in the course design which will take in many of the historic streets.

## Fine end to Taylor's season

T. Bailey vs.	
QUEENSLAND First innings: 102 (G R J Matthews 5 for 31).	
Second Innings	
G Polley c Emery b Waugh	10
P E Cantwell c Emery b Matthews	50
S G Lewis c Emery b Tucker	66
S G Lewis c Smith b Waugh	34
G Polley c Emery b Tucker	34
M P Fitchie b Matthews	59
S G Clifford run out	28
J A Healy not out	49
G Polley c Emery b Tucker	41
M Kasprowicz b W Whitely	1
D Tazelaar c Emery b Whitely	10
G R Kasprowicz c Smith b Matthews	17
G R Kasprowicz c Smith b Matthews	17
(Fall of 2, 4, 15, 5, no 6)	
302	
TOTAL OF WICKETS: 1-33, 2-42, 3-114, 4-122, 5-215, 6-234, 7-256, 8-257, 9-279.	
BOWLING: Matthews 28-0-0-3; Holdsworth 34-17-13; Waugh 30-22-3; Healy 20-11-10; Tucker 22-12-10; Fitchie 22-12-10; O'Neill 2-0-0-0.	
* NOTE: No-balls count double in the Sheffield Shield.	

## Hyrons and Keyte left out of England squad

pollan), L. Jones (Bedfordshire), T. Miller (Dorset), S. Mitchell (Derbyshire), A. Telford (Bedfordshire), L. Toptian (Derbyshire).

## Portsmouth is able to draw top-class field

historic sights in Rome.

While New Zealand are officially No. 1 in the world and Australia No. 2 — England are



